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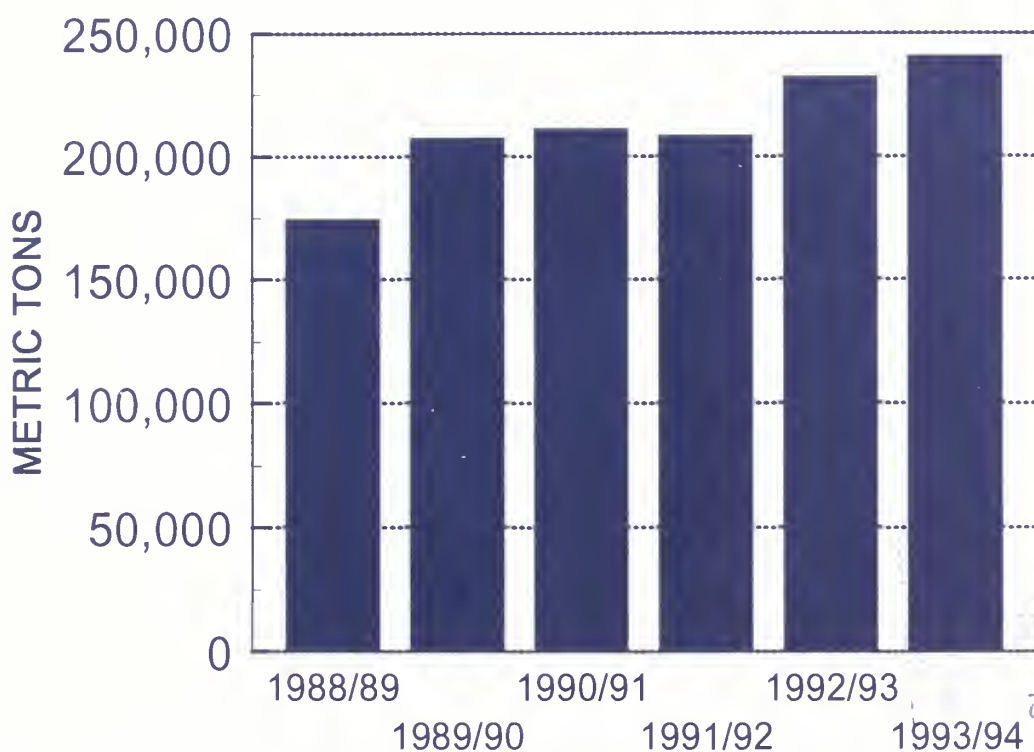
Foreign
Agricultural
Service

Circular Series
FHORT 6-94
June 1994

World Horticultural Trade & U.S. Export Opportunities

Sta

NEW ZEALAND APPLE EXPORTS RISE WITH DIVERSIFIED VARIETIES



Source: New Zealand Dept. of Statistics

New Zealand's apple exports continue to expand in the face of strong competition from other suppliers. Prospects have improved over the past few years as tree removal programs have enhanced the mix of varieties marketed by the Apple and Pear Marketing Board (APMB). Replanting efforts have focused on varieties (e.g., Royal Gala, Braeburn, Fuji, and Fiesta) that show promise in export markets. The APMB is committed to providing new varieties to meet the evolving taste preferences of consumers in export markets. The APMB's US\$3.8 million promotional budget for 1992/93 covered a range of activities, including participation in trade fairs and advertising in trade publications. The Board recently launched a full media strategy promoting the "ENZA" brand of apples. [For further details on the outlook for competition from New Zealand's horticultural industry, see article on page 26.]

Approved by the World Agricultural Outlook Board - USDA

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ANALYSIS

| | | |
|--------------------|--------------|---|
| Casey Bean | 202-720-4620 | Fresh deciduous fruit, apple juice, olives, and Asia-specific issues |
| Brian Grunenfelder | 202-690-2702 | Trade policy, food safety, and plant health group leader |
| Ross Kreamer | 202-720-9903 | Canned deciduous fruit, wine, table grapes, kiwifruit, beer, hops, NAFTA, PL-480, and GSM-102 export credits |
| Emanuel McNeil | 202-720-2083 | Fresh and processed vegetables, tropical fruit, avocados, nursery products, cut flowers, and South American-specific issues |
| Samuel Rosa | 202-720-9792 | Fresh citrus, fruit juices, honey, and CBI-specific issues |
| Joe Somers | 202-720-2974 | Situation and outlook group leader, fresh and processed citrus, and FAO citrus liaison |
| Mark Thompson | 202-720-6877 | Circular editor, fresh and processed potatoes, dried fruit, trade forecasts, and cross-commodity issues |

MARKETING

| | | |
|-----------------|--------------|---|
| Laura Davis | 202-720-2252 | Apples, strawberries, blueberries, and fresh tomatoes |
| Ted Goldammer | 202-720-8498 | Wine, brandy, and almonds |
| Jean Harman | 202-720-0897 | Fresh and canned pears, canned peaches, fresh cherries, honey, hops, and potatoes |
| Stacey Peckins | 202-690-1341 | Nursery products, avocados, pistachios, papaya, and canned tomatoes |
| Elise Pinkow | 202-690-1341 | Table grapes, concord grapes, peaches, pears, plums, and cranberries |
| Steve Shnitzler | 202-720-8495 | Walnuts, kiwifruit, ginseng, asparagus, tart cherries, and processed corn |
| Robert B. Tisch | 202-720-0898 | Citrus, raisins, and prunes |

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Export Summary

U.S. horticultural exports rose again in March 1994, to \$687 million, up a hefty 11 percent over March 1993. Total exports for fiscal year 1994-to-date are \$3.9 billion, up 8½ percent over FY 1993. Increases took place in nearly every sector. Major increases in apples (up 24 percent to \$31 million), fresh citrus (up 21 percent to \$90 million), almonds (up 56 percent to \$72 million), and beer (up 24 percent to \$29 million) more than made up for declines in canned/prepared fruit (down 25 percent to \$13 million), hops (down 4 percent to \$11 million), and fresh vegetables (down 4 percent to \$94 million).

U.S. EXPORTS OF SELECTED HORTICULTURAL COMMODITIES
WORLD TOTAL, OCTOBER-SEPTEMBER YEAR
MAR 94

| NAME | | QUANTITY | | | | VALUE (1,000 DOLLARS) | | | | | |
|------------------------|--|--------------------|--------------------|---------------------|---------------------|-----------------------|--------------------|--------------------|-------------------|-------------------|--------------|
| GROUP & COMMODITY | | CURR MO LAST YR | CURR MO CURR YR | YR TDATE LAST YR | YR TDATE CURR YR | LAST YEAR | CURR MO LAST YR | CURR MO CURR YR | YR TDT LAST YR | YR TDT CURR YR | LAST YEAR |
| FR, FRUIT CITRUS MT | | | | | | | | | | | |
| GRAPEFRUIT | | 53,896 | 87,731 | 283,544 | 312,962 | 444,767 | 26,066 | 42,226 | 142,259 | 155,833 | 222,290 |
| LEMONS | | 12,752 | 9,271 | 72,636 | 69,151 | 127,336 | 7,863 | 5,581 | 46,788 | 54,308 | 99,698 |
| ORANGES INCL TMLPS | | 80,513 | 71,717 | 264,869 | 247,947 | 562,596 | 37,765 | 37,994 | 128,140 | 134,864 | 279,503 |
| OTHER CITRUS | | 3,168 | 6,264 | 16,702 | 20,086 | 19,313 | 2,531 | 4,116 | 14,361 | 15,838 | 16,507 |
| Subtotal:---- | | 150,330 | 174,986 | 637,753 | 650,147 | 1,154,014 | 74,227 | 89,191 | 331,549 | 360,845 | 618,001 |
| FR, FRT NON-CIT MT | | | | | | | | | | | |
| APPLES | | 45,230 | 50,601 | 307,976 | 371,815 | 487,808 | 25,132 | 31,184 | 187,743 | 229,327 | 297,141 |
| AVOCADOS | | 1,824 | 661 | 3,384 | 3,063 | 14,185 | 2,066 | 706 | 3,910 | 3,095 | 14,223 |
| CHERRIES SWT & TRT | | 245 | 41 | 2,467 | 203 | 25,747 | 354 | 163 | 846 | 408 | 111,252 |
| GRAPES | | 2,267 | 1,869 | 72,307 | 93,421 | 184,774 | 1,612 | 2,210 | 83,307 | 106,497 | 215,099 |
| KIWI FRUIT | | 2,279 | 817 | 7,921 | 6,748 | 4,912 | 2,392 | 592 | 10,120 | 12,071 | 7,102 |
| MELONS | | 4,460 | 3,448 | 27,560 | 26,948 | 196,473 | 2,733 | 5,625 | 15,647 | 16,596 | 74,192 |
| PAPAYA | | 763 | 650 | 3,892 | 3,741 | 7,596 | 1,314 | 1,246 | 7,120 | 7,156 | 14,151 |
| PEACHES & NCTRNS | | 290 | 186 | 3,575 | 2,910 | 63,998 | 387 | 241 | 3,499 | 2,831 | 57,507 |
| PEARS | | 8,223 | 10,468 | 63,497 | 79,945 | 98,815 | 5,152 | 5,775 | 38,470 | 44,224 | 60,258 |
| PLUMS/PRUNES | | 339 | 240 | 5,593 | 3,378 | 56,959 | 406 | 322 | 4,939 | 3,117 | 52,120 |
| STRAWBERRIES | | 3,934 | 4,096 | 10,517 | 12,736 | 43,452 | 5,969 | 6,707 | 27,963 | 27,412 | 77,412 |
| OTHER NON-CITRUS | | 1,703 | 1,814 | 11,087 | 20,795 | 53,452 | 1,778 | 1,778 | 15,313 | 18,722 | 57,850 |
| Subtotal:---- | | 70,556 | 75,897 | 521,492 | 625,294 | 1,243,586 | 49,780 | 55,953 | 392,099 | 469,558 | 1,039,381 |
| CND/PREP FRUIT MT | | | | | | | | | | | |
| CHERRIES TRT CND | | 601 | 475 | 3,795 | 2,422 | 7,322 | 905 | 727 | 6,235 | 4,167 | 12,632 |
| FRUIT MIXTURES | | 2,580 | 1,912 | 18,903 | 13,110 | 35,007 | 3,009 | 2,152 | 20,567 | 15,516 | 39,597 |
| MARACHINO CHRY | | 321 | 479 | 2,413 | 2,493 | 4,912 | 562 | 830 | 4,732 | 4,814 | 7,708 |
| PEACHES CANNED | | 2,195 | 1,159 | 10,456 | 8,711 | 21,390 | 2,242 | 1,229 | 10,421 | 8,495 | 20,960 |
| PINEAPPLE CANNED | | 254 | 347 | 2,334 | 2,148 | 4,295 | 262 | 304 | 2,190 | 1,923 | 3,931 |
| FRT PREP/PRES | | 6,458 | 5,110 | 33,454 | 30,128 | 61,466 | 7,716 | 5,549 | 40,866 | 34,625 | 75,437 |
| OTHER CANNED FR | | 2,721 | 3,001 | 14,416 | 14,959 | 32,246 | 2,675 | 2,368 | 14,494 | 13,437 | 30,629 |
| Subtotal:---- | | 15,133 | 12,484 | 85,774 | 73,973 | 166,641 | 17,473 | 13,162 | 99,508 | 82,981 | 192,895 |
| DRIED FRUIT MT | | | | | | | | | | | |
| PRUNES DRIED | | 8,397 | 4,217 | 48,735 | 30,979 | 84,752 | 12,171 | 10,133 | 72,760 | 70,670 | 137,529 |
| RAISINS, DRIED | | 8,505 | 9,376 | 59,163 | 60,815 | 121,529 | 12,277 | 15,145 | 82,835 | 95,356 | 180,885 |
| OTHER DRIED FRUIT | | 1,496 | 1,863 | 10,782 | 11,321 | 19,865 | 3,309 | 3,545 | 26,918 | 28,355 | 49,237 |
| Subtotal:---- | | 18,398 | 15,457 | 118,681 | 103,116 | 226,148 | 27,758 | 28,825 | 182,514 | 194,383 | 367,651 |
| FROZEN FRUIT MT | | | | | | | | | | | |
| BLUEBERRIES, FZN | | 902 | 440 | 4,994 | 2,767 | 8,600 | 1,619 | 714 | 8,935 | 4,362 | 15,058 |
| STRAWBERRIES, FZN | | 694 | 1,724 | 5,092 | 9,659 | 16,017 | 990 | 2,414 | 6,547 | 12,934 | 20,864 |
| OTHER FZN FRUIT | | 1,216 | 1,056 | 7,926 | 5,315 | 16,231 | 1,561 | 1,576 | 10,991 | 8,476 | 23,726 |
| Subtotal:---- | | 2,813 | 3,222 | 18,014 | 17,742 | 40,849 | 4,171 | 4,705 | 26,475 | 25,773 | 59,649 |
| FRT&VEG JUICE (SSE) KL | | | | | | | | | | | |
| GRAPEFRUIT JU CNC | | 5,575 | 3,816 | 23,542 | 12,450 | 60,686 | 3,253 | 4,219 | 14,764 | 11,839 | 36,980 |
| ORANGE JU NT CNC | | 7,185 | 9,057 | 41,359 | 51,047 | 92,328 | 5,157 | 6,037 | 32,081 | 34,771 | 68,748 |
| ORANGE JUICE CNC | | 38,193 | 20,971 | 148,009 | 101,501 | 349,883 | 15,888 | 12,941 | 61,335 | 63,345 | 140,737 |
| OTHER JUICES | | 38,886 | 32,462 | 178,818 | 155,827 | 363,216 | 23,488 | 23,081 | 101,320 | 105,566 | 214,146 |
| Subtotal:---- | | 89,840 | 66,307 | 391,729 | 320,827 | 866,115 | 47,787 | 46,279 | 209,501 | 215,523 | 460,611 |
| VEGETABLES FR MT | | | | | | | | | | | |
| ASPARAGUS, FR, CHLD | | 5,321 | 6,038 | 8,234 | 9,302 | 21,288 | 16,125 | 19,397 | 25,512 | 32,669 | 62,514 |
| BROCCOLI | | 10,458 | 14,564 | 54,600 | 69,626 | 102,948 | 7,110 | 8,293 | 37,579 | 42,148 | 69,469 |
| CAULIFLOWER | | 7,728 | 10,445 | 36,463 | 49,992 | 70,346 | 4,768 | 6,514 | 25,880 | 32,053 | 49,628 |
| CELERY | | 12,574 | 12,092 | 63,465 | 65,380 | 115,257 | 8,150 | 2,980 | 32,348 | 20,480 | 51,058 |
| LETTUCE, FR, CH. | | 30,361 | 29,201 | 172,651 | 168,524 | 315,005 | 15,772 | 11,368 | 83,312 | 65,985 | 154,873 |
| ONIONS FR | | 8,840 | 9,492 | 74,154 | 60,318 | 183,005 | 3,821 | 4,544 | 39,022 | 27,517 | 71,840 |
| PEPPERS | | 6,139 | 4,563 | 34,505 | 25,354 | 60,961 | 4,270 | 3,900 | 22,515 | 21,605 | 48,485 |
| TOMATOES, FR, CH. | | 13,981 | 9,477 | 82,795 | 65,282 | 167,332 | 9,165 | 7,226 | 70,585 | 58,561 | 133,834 |
| OTHER VEG, FR. | | 46,946 | 51,419 | 230,367 | 240,223 | 638,995 | 28,740 | 29,248 | 156,759 | 159,744 | 355,598 |
| Subtotal:---- | | 142,352 | 147,296 | 757,438 | 754,005 | 1,675,138 | 97,925 | 93,584 | 484,996 | 460,767 | 997,304 |
| VEGETABLES CANNED MT | | | | | | | | | | | |
| CATSUP & CHILL SA | | 1,783 | 2,709 | 11,171 | 13,061 | 23,641 | 1,328 | 2,115 | 9,014 | 11,045 | 18,526 |
| SWEET CORN CANNED | | 17,857 | 10,835 | 89,335 | 83,119 | 176,881 | 13,103 | 9,009 | 66,340 | 66,041 | 132,161 |
| TOMATO PASTE | | 6,818 | 6,885 | 35,749 | 39,364 | 73,238 | 5,497 | 5,422 | 28,375 | 32,374 | 59,815 |
| TOMATO SAUCE | | 7,465 | 8,982 | 33,735 | 39,564 | 88,893 | 7,046 | 8,753 | 32,635 | 40,370 | 65,694 |
| OTHER CANNED VEG. | | 19,542 | 18,547 | 109,414 | 103,745 | 229,781 | 23,109 | 23,211 | 134,191 | 129,848 | 278,154 |
| Subtotal:---- | | 53,468 | 47,961 | 279,406 | 278,854 | 572,436 | 50,084 | 48,511 | 270,556 | 279,681 | 554,351 |
| FROZEN VEGETABLES MT | | | | | | | | | | | |
| FROZEN FRENCH FRY | | 18,542 | 22,219 | 101,862 | 119,040 | 211,387 | 13,253 | 16,092 | 72,283 | 85,167 | 149,434 |
| FZN SWT CORN | | 4,950 | 5,731 | 31,711 | 32,853 | 62,107 | 4,106 | 5,040 | 26,054 | 28,936 | 50,528 |
| OTHER POT, FZN | | 1,836 | 1,815 | 8,346 | 10,555 | 18,656 | 1,458 | 1,373 | 6,730 | 8,488 | 14,968 |
| OTHER FZN VEG | | 5,295 | 4,537 | 27,952 | 26,685 | 60,509 | 5,346 | 4,633 | 26,452 | 25,349 | 57,313 |
| Subtotal:---- | | 30,624 | 34,304 | 169,973 | 189,133 | 352,660 | 24,165 | 27,140 | 131,521 | 147,941 | 272,244 |
| DEHYD VEGETABLES MT | | | | | | | | | | | |
| GARLIC DEHY | | 698 | 689 | 3,533 | 3,796 | 7,478 | 1,702 | 1,699 | 8,461 | 9,256 | 18,182 |
| ONIONS DEHY | | 2,068 | 2,152 | 11,064 | 13,078 | 23,183 | 5,158 | 4,896 | 26,120 | 29,539 | 53,986 |
| POTATO DEHYD | | 2,623 | 3,177 | 15,389 | 19,948 | 34,315 | 2,790 | 3,352 | 14,811 | 20,743 | 35,043 |
| OTHER DEHY VEG. | | 2,920 | 3,005 | 17,567 | 14,382 | 32,937 | 4,344 | 5,242 | 26,388 | 28,960 | 49,325 |
| Subtotal:---- | | 8,311 | 9,024 | 47,557 | 51,205 | 97,915 | 13,995 | 15,190 | 75,782 | 88,499 | 156,537 |
| TREE NUTS MT | | | | | | | | | | | |
| ALMND SH/PRP | | 13,401 | 14,485 | 93,733 | 90,673 | 161,466 | 43,301 | 69,530 | 309,020 | 421,178 | 565,786 |
| ALMONDS, UNSHLD | | 1,550 | 942 | 10,470 | 7,073 | 15,878 | 3,678 | 2,439 | 19,860 | 18,714 | 32,772 |
| PISTACHIO, UNSHLD | | 1,470 | 985 | 8,405 | 5,419 | 12,840 | 4,419 | 2,980 | 28,169 | 15,675 | 42,591 |
| WALNUTS, SHLD | | 865 | 1,392 | 12,673 | 13,741 | 16,909 | 3,320 | 5,721 | 40,833 | 47,203 | 58,755 |
| WALNUTS, UNSHLD | | 434 | 1,038 | 29,188 | 39,657 | 33,152 | 966 | 1,791 | 59,190 | 75,939 | 67,492 |
| OTHER NUTS | | 4,351 | 4,717 | 31,814 | 35,611 | 57,568 | 13,463 | 14,637 | 92,569 | 104,906 | 169,454 |
| Subtotal:---- | | 22,074 | 23,562 | 186,285 | 192,176 | 297,816 | 69,144 | 97,014 | 549,603 | 683,504 | 935,834 |
| NURSERY PRODUCTS NONE | | | | | | | | | | | |
| CUT FLOWERS | | 0 | 0 | 0 | 0 | 0 | 4,071 | 3,465 | 18,802 | 18,989 | 38,122 |
| OTHER NURSERY | | 0 | 0 | 0 | 0 | 0 | 20,642 | 20,383 | 85,880 | 79,770 | 172,239 |
| Subtotal:---- | | 0 | 0 | 0 | 0 | 0 | 24,714 | 23,848 | 104,682 | 98,759 | 210,362 |
| HOPS & PRODUCTS NT | | | | | | | | | | | |
| HOP EXTRACT | | 368 | 715 | 2,867 | 3,527 | 4,027 | 6,132 | 5,778 | 48,280 | 41,023 | 66,837 |
| HOP PELLETS | | 625 | 734 | 3,207 | 2,455 | 5,116 | 3,619 | 3,410 | 19,257 | 13,061 | 30,931 |
| HOPS, NSFP | | 292 | 329 | 2,228 | 1,443 | 2,521 | 1,641 | 1,679 | 13,372 | 8,265 | 15,507 |
| Subtotal:---- | | 1,286 | 1,779 | 8,303 | 7,426 | 11,665 | 11,394 | 10,868 | 80,910 | 62,350 | 113,275 |
| WINE KL | | | | | | | | | | | |
| GRAPE WINES | | 10,081 | 11,409 | 54,400 | 53,101 | 117,688 | 13,075 | 15,150 | 75,747 | 78,092 | 165,337 |
| OTHER WINE PRODUCTS | | 884 | 572 | 8,194 | 5,787 | 14,839 | 709 | 1,010 | 4,007 | 5,442 | 11,242 |
| Subtotal:---- | | 10,965 | 11,981 | 62,595 | 58,888 | 132,527 | 13,785 | 16,161 | 79,755 | 83,534 | 176,580 |
| MISCELLANEOUS KL | | | | | | | | | | | |
| BEER & BEVERAGES | | 37,149 | 44,633 | 176,719 | 187,838 | 414,388 | 23,364 | 28,788 | 111,724 | 115,765 | 259,492 |
| EDIBLE PREPARATIONS | | 10,074 | 14,142 | 57,819 | 72,794 | 124,809 | 35,439 | 48,177 | 191,811 | 256,110 | 450,622 |
| GINSENG | | 54 | 53 | 765 | 664 | 894 | 5,193 | 4,173 | 89,675 | 60,482 | 104,376 |
| POTATO CHIPS | | 4,488 | 4,542 | 22,277 | 27,478 | 47,774 | 10,012 | 14,142 | 55,915 | 76,932 | 118,430 |
| OTHER MISC. | | 0 | 0 | 0 | 0 | 0 | 19,823 | 21,097 | 104,342 | 112,317 | 211,447 |
| Subtotal:---- | | 51,766 | 63,371 | 257,582 | 288,777 | 587,867 | 93,832 | 116,379 | 553,469 | 621,608 | 1,144,069 |
| Grand Total: | | | | | | | | | | | |

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES
WORLD TOTAL, OCTOBER-SEPTEMBER YEAR
MAR 94

| NAME | | QUANTITY | | | | VALUE (1,000 DOLLARS) | | | | | |
|---------------------|----|--------------------|--------------------|----------------------|----------------------|-----------------------|--------------------|--------------------|-------------------|-------------------|--------------|
| GROUP & COMMODITY | | CURR MO LAST YR | CURR MO CURR YR | YR TODATE LAST YR | YR TODATE CURR YR | LAST YEAR | CURR MO LAST YR | CURR MO CURR YR | YR TOT LAST YR | YR TOT CURR YR | LAST YEAR |
| FRESH FRUIT | MT | | | | | | | | | | |
| APPLES | | 10,416 | 8,035 | 36,673 | 25,511 | 119,770 | 3,770 | 3,423 | 12,355 | 11,755 | 70,726 |
| AVOCADO | | 63 | 98 | 16,428 | 6,686 | 18,470 | 90 | 138 | 11,787 | 4,135 | 12,899 |
| BANANA | | 317,677 | 313,592 | 1,756,502 | 1,717,184 | 3,536,585 | 96,014 | 89,097 | 494,925 | 463,714 | 1,004,787 |
| CANTELOUPE | | 33,610 | 42,548 | 127,931 | 134,346 | 313,000 | 11,936 | 12,462 | 41,687 | 40,171 | 67,685 |
| GRAPE | | 92,412 | 77,293 | 241,388 | 212,352 | 325,134 | 64,008 | 56,949 | 177,045 | 162,858 | 261,626 |
| KIWI FRUIT | | 239 | 511 | 1,503 | 1,850 | 24,791 | 136 | 178 | 1,605 | 1,581 | 16,602 |
| MANGO | | 5,979 | 3,512 | 12,215 | 9,932 | 110,290 | 6,187 | 2,895 | 12,639 | 10,673 | 84,344 |
| PEACH | | 7,022 | 4,613 | 41,022 | 42,907 | 41,376 | 4,463 | 3,005 | 26,010 | 27,647 | 26,410 |
| PEAR | | 17,146 | 16,092 | 38,419 | 36,952 | 64,825 | 7,026 | 7,227 | 18,674 | 18,995 | 32,038 |
| PINEAPPLE | | 13,951 | 12,649 | 60,635 | 57,379 | 124,177 | 4,747 | 4,407 | 22,057 | 20,306 | 46,139 |
| STRAWBERRY | | 3,809 | 4,455 | 8,429 | 6,672 | 14,470 | 7,900 | 8,649 | 16,889 | 20,660 | 22,139 |
| OTHER MELON | | 25,732 | 24,611 | 76,651 | 78,715 | 114,510 | 9,623 | 8,992 | 28,398 | 28,965 | 41,350 |
| OTHER FRUIT | | 51,170 | 55,437 | 266,275 | 260,509 | 512,714 | 19,219 | 24,520 | 116,160 | 123,671 | 205,691 |
| Subtotal:---- | | 579,233 | 563,252 | 2,684,070 | 2,594,001 | 5,220,125 | 235,125 | 221,648 | 980,238 | 935,043 | 1,892,412 |
| DRIED FRUIT | MT | | | | | | | | | | |
| DRD APRICOT | | 964 | 743 | 6,603 | 5,489 | 11,053 | 2,098 | 2,118 | 15,255 | 14,321 | 25,135 |
| DRD FIG & PASTE | | 780 | 1,305 | 6,034 | 6,914 | 8,786 | 930 | 1,434 | 8,634 | 8,737 | 10,808 |
| OTHER DRD FRUIT | | 1,915 | 2,087 | 15,970 | 13,299 | 29,643 | 2,679 | 2,371 | 17,584 | 18,874 | 36,546 |
| Subtotal:---- | | 3,660 | 4,136 | 28,608 | 25,703 | 49,483 | 5,708 | 5,924 | 41,474 | 41,932 | 72,490 |
| FROZEN FRUIT | MT | | | | | | | | | | |
| FZN BLUEBERRIES | | 628 | 984 | 2,499 | 3,886 | 5,677 | 1,020 | 1,520 | 4,738 | 5,579 | 9,926 |
| FZN STR | | 3,687 | 5,522 | 8,630 | 8,680 | 19,937 | 3,700 | 5,439 | 10,040 | 9,392 | 21,271 |
| OTHER FZN FRUIT | | 3,379 | 3,399 | 12,754 | 16,194 | 32,037 | 3,361 | 4,405 | 13,718 | 18,125 | 34,039 |
| Subtotal:---- | | 7,694 | 9,906 | 23,885 | 28,761 | 57,651 | 8,082 | 11,365 | 28,497 | 33,097 | 65,236 |
| CANNED/PREP FRUIT | MT | | | | | | | | | | |
| CANNED OLIVES | | 5,953 | 6,371 | 38,608 | 35,373 | 74,492 | 14,506 | 14,323 | 82,168 | 74,727 | 153,316 |
| CANNED ORANGES | | 4,059 | 5,600 | 17,671 | 21,970 | 41,806 | 3,790 | 4,144 | 17,155 | 17,335 | 39,602 |
| CANNED PEACH | | 1,321 | 1,550 | 16,628 | 13,312 | 23,011 | 852 | 844 | 11,577 | 7,324 | 15,375 |
| CANNED PINEAPPLE | | 29,928 | 30,919 | 162,280 | 166,277 | 344,866 | 19,765 | 17,626 | 103,506 | 94,107 | 212,896 |
| MIXED FRUIT | | 3,210 | 2,388 | 18,622 | 22,713 | 33,405 | 2,816 | 2,095 | 16,580 | 19,186 | 29,875 |
| PREP/PRES FRUIT | | 5,530 | 5,978 | 27,199 | 29,065 | 58,233 | 6,732 | 7,418 | 31,707 | 33,435 | 66,860 |
| OTHER CANNED FRUIT | | 4,319 | 6,011 | 20,726 | 28,355 | 47,278 | 5,592 | 7,914 | 26,630 | 37,464 | 60,772 |
| Subtotal:---- | | 54,323 | 58,821 | 301,639 | 317,020 | 623,093 | 54,062 | 54,368 | 291,325 | 283,582 | 578,600 |
| FRT&VEG JUICE (SSE) | KL | | | | | | | | | | |
| APPLEPEAR JU | | 44,553 | 76,268 | 375,831 | 451,529 | 946,807 | 13,278 | 14,973 | 117,608 | 89,248 | 243,682 |
| FCOJ | | 67,222 | 147,587 | 574,180 | 884,052 | 1,122,350 | 10,460 | 30,691 | 100,358 | 175,368 | 191,591 |
| GRAPE JU | | 15,149 | 22,993 | 74,671 | 128,768 | 148,404 | 5,287 | 1,471 | 27,412 | 10,490 | 52,117 |
| PINAP JU | | 28,453 | 22,063 | 161,138 | 158,564 | 319,270 | 4,440 | 4,440 | 38,860 | 37,880 | 73,840 |
| OTHER FRUIT JU | | 16,226 | 13,496 | 66,528 | 82,138 | 149,384 | 8,922 | 9,443 | 36,354 | 48,243 | 77,630 |
| Subtotal:---- | | 171,605 | 262,416 | 1,254,350 | 1,602,053 | 2,706,217 | 44,389 | 61,524 | 320,595 | 358,210 | 642,789 |
| FRESH VEGETABLES | MT | | | | | | | | | | |
| GARLIC | | 1,826 | 2,968 | 4,912 | 18,183 | 29,171 | 2,206 | 2,870 | 5,646 | 11,886 | 23,144 |
| ASPARAGUS | | 4,059 | 5,600 | 17,671 | 21,970 | 41,806 | 3,790 | 4,144 | 17,155 | 17,335 | 39,602 |
| BELL PEPPER | | 20,716 | 23,090 | 89,180 | 89,276 | 121,859 | 14,264 | 22,531 | 72,836 | 91,609 | 129,247 |
| CARROTS | | 3,071 | 3,932 | 36,639 | 41,155 | 51,431 | 1,077 | 1,197 | 9,897 | 9,814 | 14,066 |
| CHILI PEPPER | | 3,907 | 6,702 | 20,224 | 22,720 | 36,933 | 4,293 | 4,456 | 27,403 | 24,395 | 48,709 |
| CUCUMBER | | 36,772 | 38,911 | 201,592 | 199,229 | 238,841 | 11,543 | 11,793 | 64,212 | 83,376 | 85,192 |
| ONIONS | | 57,490 | 74,163 | 130,491 | 175,267 | 218,400 | 14,255 | 28,187 | 58,669 | 90,695 | 104,818 |
| POTATO, INCL SD | | 52,699 | 65,486 | 176,944 | 212,735 | 302,186 | 8,512 | 18,111 | 27,131 | 47,111 | 71,511 |
| SQUASH | | 17,799 | 18,374 | 78,726 | 80,339 | 95,290 | 20,474 | 10,565 | 27,131 | 45,528 | 87,590 |
| TOMATOES | | 72,428 | 84,072 | 227,842 | 260,649 | 380,911 | 54,554 | 41,078 | 190,405 | 230,598 | 307,454 |
| OTHER FRESH VEGETAB | | 39,166 | 34,526 | 168,013 | 158,291 | 285,285 | 19,993 | 22,250 | 95,382 | 99,688 | 156,317 |
| Subtotal:---- | | 311,824 | 358,211 | 1,154,212 | 1,277,676 | 1,790,165 | 159,172 | 170,738 | 654,642 | 766,748 | 1,045,351 |
| CANNED/DEHYD VEGET | MT | | | | | | | | | | |
| CND ARTICHOKE | | 1,111 | 3,182 | 6,250 | 7,709 | 20,456 | 1,701 | 5,160 | 9,971 | 12,407 | 32,256 |
| CANNED BAMBOO | | 1,628 | 1,753 | 15,723 | 16,534 | 28,680 | 1,579 | 1,394 | 13,773 | 12,973 | 24,539 |
| CND MSHROOMS | | 3,837 | 6,368 | 25,651 | 25,914 | 47,213 | 8,076 | 12,787 | 55,882 | 51,940 | 100,977 |
| CND PIMIENTO | | 717 | 481 | 3,355 | 3,533 | 6,172 | 853 | 602 | 5,248 | 4,161 | 8,532 |
| CND TOM | | 2,891 | 2,553 | 23,084 | 17,844 | 45,500 | 1,089 | 1,139 | 8,519 | 6,450 | 17,799 |
| CANNED WATERCHESTNU | | 2,410 | 4,183 | 14,884 | 13,855 | 39,558 | 1,754 | 2,849 | 10,398 | 10,139 | 27,926 |
| TOMATO PASTE & SAUC | | 4,925 | 5,319 | 13,454 | 12,925 | 40,209 | 8,512 | 8,512 | 18,569 | 18,569 | 22,462 |
| DRIED MUSHROOMS | | 210 | 1,104 | 863 | 707 | 1,817 | 2,231 | 1,368 | 12,061 | 8,710 | 22,462 |
| DRIED TOMATOES | | 715 | 442 | 3,505 | 3,471 | 6,491 | 2,927 | 1,853 | 14,297 | 12,983 | 25,842 |
| OTHER DEHYD VEGETAB | | 10,629 | 8,686 | 41,670 | 44,104 | 89,437 | 6,066 | 4,933 | 30,148 | 27,500 | 61,180 |
| OTHER CND VEG | | 17,081 | 20,797 | 102,227 | 108,281 | 197,571 | 17,996 | 21,827 | 104,362 | 114,414 | 208,971 |
| Subtotal:---- | | 46,158 | 53,874 | 250,669 | 254,881 | 523,108 | 48,090 | 59,003 | 273,225 | 271,720 | 558,172 |
| FROZEN VEGETABLES | MT | | | | | | | | | | |
| BROCCOLI FZN | | 21,826 | 15,200 | 103,376 | 68,287 | 170,431 | 15,090 | 10,798 | 69,241 | 47,592 | 113,224 |
| CAULIFLOWER FZN | | 806 | 1,031 | 18,082 | 24,742 | 22,290 | 575 | 695 | 12,859 | 21,202 | 15,842 |
| POTATO FZN | | 13,306 | 11,923 | 58,741 | 64,504 | 125,895 | 7,406 | 6,750 | 32,761 | 36,081 | 69,284 |
| OTHER VEG FZN | | 169,222 | 312,154 | 629,491 | 1,001,012 | 1,671,650 | 8,274 | 10,629 | 45,682 | 51,349 | 88,516 |
| Subtotal:---- | | 205,161 | 340,310 | 809,692 | 1,158,546 | 1,990,268 | 31,348 | 28,874 | 160,545 | 156,225 | 286,869 |
| TREE NUTS | MT | | | | | | | | | | |
| BRAZILS TOT | | 514 | 111 | 3,836 | 3,053 | 10,429 | 879 | 237 | 5,767 | 6,563 | 15,171 |
| CASHEWS TOT | | 5,033 | 5,509 | 35,947 | 32,165 | 64,377 | 21,006 | 23,655 | 145,037 | 135,080 | 260,328 |
| COCONUT | | 3,450 | 5,404 | 28,959 | 34,274 | 59,768 | 2,811 | 4,372 | 24,517 | 27,550 | 49,330 |
| PECANS | | 1,085 | 3,290 | 15,989 | 9,803 | 20,305 | 5,918 | 5,722 | 60,238 | 21,612 | 88,874 |
| OTHER NUTS | | 1,670 | 733 | 11,208 | 10,596 | 21,106 | 6,331 | 2,410 | 37,523 | 36,020 | 73,209 |
| Subtotal:---- | | 11,754 | 15,050 | 95,941 | 89,893 | 175,987 | 36,947 | 36,398 | 272,819 | 226,826 | 486,914 |
| NURSERY PRODUCTS | M | | | | | | | | | | |
| CARNATIONS | | 73,902 | 100,088 | 497,613 | 555,260 | 920,969 | 7,266 | 9,919 | 44,216 | 48,344 | 82,772 |
| CHRISTMAS TREES | | 1 | 0 | 1,989 | 2,024 | 1,995 | 5 | 0 | 17,259 | 17,066 | 17,272 |
| CHRYSANTHEMUMS | | 11,195 | 65,522 | 70,945 | 280,748 | 159,073 | 5,522 | 7,770 | 31,797 | 37,169 | 66,054 |
| ROSES | | 32,564 | 46,925 | 302,526 | 364,669 | 584,669 | 7,707 | 10,857 | 56,344 | 66,271 | 102,915 |
| TULIP BULBS | | 0 | 0 | 65,749 | 64,784 | 284,022 | 0 | 0 | 7,859 | 0 | 32,959 |
| OTHER CUT FLRS | | 0 | 0 | 0 | 0 | 0 | 10,591 | 14,396 | 55,101 | 64,678 | 106,414 |
| OTH NURS PROD | | 0 | 0 | 0 | 0 | 0 | 17,158 | 23,151 | 114,339 | 120,989 | 215,556 |
| Subtotal:---- | | 117,663 | 212,537 | 938,824 | 1,253,444 | 1,950,730 | 48,251 | 66,096 | 326,919 | 362,323 | 623,959 |
| HOPS & PRODUCTS | MT | | | | | | | | | | |
| HOPS & PELLETS | | 499 | 602 | 3,098 | 4,639 | 3,982 | 3,521 | 4,156 | 16,155 | 29,863 | 22,237 |
| OTHER HOP PRODS | | 0 | 91 | 5 | 555 | 134 | 1 | 526 | 68 | 3,270 | 933 |
| Subtotal:---- | | 499 | 693 | 3,103 | 5,195 | 4,116 | 3,522 | 4,683 | 16,224 | 33,133 | 23,171 |
| WINE | KL | | | | | | | | | | |
| RED WINE | | 8,926 | 9,768 | 47,164 | 54,537 | 98,370 | 38,655 | 31,386 | 181,258 | 186,962 | 379,584 |
| SPARKLING WINE | | 1,663 | 1,460 | 17,334 | 18,510 | 29,680 | 16,330 | 13,144 | 140,073 | 151,779 | 261,670 |
| WHITE WINE | | 6,900 | 8,871 | 46,520 | 49,433 | 92,358 | 19,761 | 26,088 | 146,611 | 146,396 | 279,901 |
| OTHER WN PROD | | 2,234 | 2,437 | 10,868 | 13,447 | 23,752 | 5,440 | 6,216 | 27,442 | 35,979 | 60,012 |
| Subtotal:---- | | 19,725 | 22,537 | 121,887 | 135,929 | 244,162 | 80,388 | 76,836 | 495,386 | 523,116 | 971,169 |
| MISCELLANEOUS | KL | | | | | | | | | | |
| BEER & BEVERAGES | | 93,354 | 113,614 | 488,677 | 570,347 | 1,119,446 | 78,974 | 92,069 | 414,038 | 465,175 | 952,084 |
| OTHER MISC | | 0 | 0 | 0 | 0 | 0 | 60,475 | 62,916 | 349,575 | | |

Export News and Opportunities

Exports of U.S. almonds to Greece are rising sharply.

Exports of U.S. almonds to Greece during the first six months of marketing year 1993/94 (September-August) were about 400 metric tons (MT), more than double the amount shipped in the first half of last marketing year. The 1993 Greek almond crop, although above normal, was not sufficient to supply the domestic demand for snack food, confectionary industry needs, and export contracts. Major Greek tree nut traders offered immediate cash payment to almond producers, purchasing most of the 1993 almond crop before harvest. As a result, smaller Greek firms were unable to purchase domestic almonds to satisfy their obligations. Given the current

shortage of almonds, another 400 to 600 tons of U.S. almonds will be needed to cover Greek demand until new crop production begins in September, 1994.

GSM-102 applications for hops to Mexico continue to rise.

Since last month's report, U.S. hops exporters have applied for \$400,000 of coverage under the GSM-102 credit guarantee program. The additional registrations boosts the total amount of coverage to \$3.2 million this year. Apart from this, there was no other horticultural activity under the program during the reporting period.

FY 1994 GSM-102 Credit Guarantee Coverage 1/

| Country/ Commodity | Announced Allocations FY 1994 (\$1,000) | Exporter Applications Approved (\$1,000) | Balance (\$1,000) |
|-----------------------|--|---|----------------------|
| Colombia | | | |
| Fresh fruits 2/ | 500 | 0 | 500 |
| Tree nuts | 500 | 0 | 500 |
| Indonesia | | | |
| Potatoes 3/ | 2,000 | 0 | 2,000 |
| Mexico | | | |
| Almonds | 1,000 | 0 | 1,000 |
| Fresh fruits 2/ | 1,000 | 0 | 1,000 |
| Hops | 6,500 | 3,200 | |
| 3,300 | | | |
| Tunisia | | | |
| Almonds/Walnuts | 500 | 0 | 500 |
| Raisins | 500 | 0 | 500 |
| Turkey | | | |
| Potatoes 3/ | 5,000 | 0 | 5,000 |
| Venezuela | | | |
| Fresh Fruits 4/ | 2,000 | 0 | 2,000 |

1/ Coverage through May 06, 1994.

2/ Apples, pears, plums, peaches, nectarines, and strawberries.

3/ Cut for french fries.

4/ Apples, pears, plums, grapes, cherries, and peaches.

World Trade Situation and Policy Updates

French prune exporters target Italy for market promotion.

SOPEXA, the French dried prune promotion board, recently launched a major marketing initiative directed at Italian consumers and the trade. According to research produced by SOPEXA, the best way to market French prunes is to target consumers (mostly women) who purchase in supermarkets. The research showed that prunes should be presented as a healthy snack, but with more emphasis on the family, sports and snack aspects and less emphasis on the actual nutritional value. It also showed that Italian consumers were not yet ready for using dried prunes in recipes. Also, too much emphasis on the health aspects might lead Italian consumers to believe that prunes were more of a medicine (that should be marketed in pharmacies) than a food for everyday consumption.

The trade is also being targeted in this promotion. One aspect of this effort is to highlight the reliability of supply consistent French production provides. Brochures developed by SOPEXA state that over 33 percent of French prunes are exported, and that Italy is the second largest export market, after the Netherlands.

Brazil's orange juice exports in 1994/95 forecast to increase slightly from the previous year.

The USDA forecast for Sao Paulo's 1994/95 orange crop is 300 million boxes, 1 percent below the 1993/94 output. A slight reduction is expected in orange yields per tree, due to reduced grove care and some blossom blight problems. Sao Paulo's oranges for processing in 1994/95 are forecast to drop slightly to 245 million boxes, while fresh domestic consumption and exports are estimated unchanged from last season.

Brazil's orange juice production in 1994/95 is forecast to decrease 1 percent to 1.025 million metric tons (MT) 65 degrees brix, based on the expected smaller Sao Paulo orange crop and lower juice yields. Brazil's frozen concentrated orange juice (FCOJ) exports in 1994/95 are forecast at 1.025 million tons, 65 degrees brix, slightly above the 1993/94 forecast. Expanded exports to Europe and Japan are expected to more than offset likely lower shipments to the United States.

Mexican orange juice exports continue to increase.

USDA has increased its estimate of Mexico's calendar year 1993 orange juice production from 22,000 to 30,000 tons as exports increased due to more favorable international prices. Processors also built up stocks in anticipation of more favorable access to the U.S. market in 1994 under NAFTA. The 1993 ending stock estimate for orange juice was revised upward from 0 to 9,000 tons. Mexico's 1993 orange juice export estimate was increased from 20,000 to 24,000 tons.

Mexico's orange juice exports in 1994 are forecast to increase by 16 percent to 28,000 tons with nearly all shipments likely going to the United States. This year Mexico will receive access to the United States market for 40 million gallons (equivalent to 28,451 metric tons, 65 degrees brix) of frozen concentrate orange juice (single strength equivalent) at one-half of the Most Favored Nation (MFN) rate. Any FCOJ imports above the quota will enter the United States at the MFN rate.

BRAZIL: SUPPLY AND DISTRIBUTION OF ORANGES AND FCOJ 1/

| | 1991 | 1992 | 1993 | 1994 |
|-----------------------------|--|-------------|-------------|-------------|
| Oranges, Sao Paulo | Million Boxes 2/ | | | |
| Production 3/ | 250 | 314 | 302 | 300 |
| Fresh Consumption | 35 | 38 | 53 | 53 |
| Fresh Exports | 3 | 2 | 2 | 2 |
| Processed | 212 | 274 | 247 | 245 |
| FCOJ, Brazil | 1,000 Metric Tons, 65 Degrees Brix 4/ | | | |
| Beginning Stocks | 126 | 68 | 105 | 107 |
| Production | | | | |
| Sao Paulo | 920 | 1,100 | 1,020 | 980 |
| Other | 29 | 45 | 20 | 45 |
| Total | 949 | 1,145 | 1,040 | 1,025 |
| Exports 5/ | | | | |
| Sao Paulo | 960 | 1,045 | 1,000 | 980 |
| Other | 29 | 45 | 20 | 45 |
| Total | 989 | 1,090 | 1,020 | 1,025 |
| Consumption | 18 | 18 | 18 | 20 |
| Ending Stocks | 68 | 105 | 107 | 87 |
| FCOJ Yields (kg/Box) | 4.34 | 4.01 | 4.13 | 4.01 |

1/ Harvesting and processing usually begin in late April or early May. Marketing season for FCOJ begins on July 1 of year indicated.

2/ 40.8 kg. or 90 pounds

3/ Includes oranges produced in Sao Paulo's commercial citrus zone, plus tangerines used for processing.

4/ One metric ton at 65 degrees Brix equals 344.8 gallons at 42 degrees Brix, or 1,405.88 gallons at single strength equivalent.

5/ Includes tangerine juice.

PRODUCTION AND TRADE OF FRESH CUT FLOWERS IN SELECTED COUNTRIES

U.S. exports of cut flowers and nursery products in 1993, valued at \$209 million, rose 4 percent from 1992. Canada, the European Union, and Mexico accounted for about 90 percent of the total export value. Cut flowers valued at \$39 million, were up 22 percent; while exports of nursery products, consisting of trees, shrubs, bushes, plants, bulbs, etc., valued at \$170 million, were up only slightly. However, cut flower imports have made serious inroads into the U.S. market. U.S. flower imports reached an all-time high in 1993 with a value of \$382 million, up 8 percent from 1992. Colombian flowers continue to account for the lion's share of U.S. flower imports.

United States

There are probably more than 200 different types of fresh cut flowers produced and sold in the United States. Roses, carnations, pompon and standard chrysanthemums, gladiolus (spikes), and orchids (cattleya and cybidium) are commercially the most important.

Most fresh cut flowers (carnations and roses) in the United States are produced the year round under, and protected by a structure of some sort. The structure may be a greenhouse where the environment is carefully controlled or an overhead structure that provides shade or protection from the wind. Fresh cut flowers that are not grown under greenhouse or other type of

structure are referred to as field flowers. These flowers include gladiolus, daisies, statice, snapdragons, etc.

In calendar year 1993, production of roses, carnations, chrysanthemums, and gladiolus (spikes) in the United States totaled 1.1 billion stems, down 8 percent from the level registered in 1992. This decline was due primarily to reduced acreage, weather factors, and import competition.

Official U.S. Department of Agriculture production (commercial only) statistics, available only for selected varieties of fresh cut flowers, are based on the actual numbers of flowers sold in 28 states prior to 1992, and 36 states beginning in 1992.

U.S. Production of Selected Fresh Cut Flowers, Calendar Years (1,000 blooms)

| Flowers | 1991 | 1992 | 1993 |
|-------------------------|-----------|-----------|-----------|
| Roses, hybrid tea | 447,797 | 458,974 | 430,819 |
| Roses, sweetheart | 88,748 | 74,588 | 80,430 |
| Carnations, standard | 197,580 | 213,599 | 204,926 |
| Carnations, miniature | 133,956 | 116,472 | 112,536 |
| Chrysanth., stand. | 22,138 | 19,775 | 20,944 |
| Chrysanth., pompon | 124,488 | 92,616 | 68,298 |
| Gladioli (1,000 spikes) | 165,510 | 187,643 | 162,057 |
| Total | 1,180,217 | 1,163,667 | 1,080,010 |

Source: National Agricultural Statistical Service, USDA.

Imports of fresh cut flowers continue to make serious inroads into the U.S. cut flower market. The import share of U.S. supply in 1993 for carnations, roses, and chrysanthemums averaged 84, 58, and 88 percent, respectively compared with 73, 42, and 72 percent, respectively, in 1989.

In 1993, imports of all fresh cut flowers into the United States reached an all-time high of 4.4 billion blooms valued at \$382 million, up 11 percent in volume and up 8 percent in value from the levels registered in 1992. The increase in volume is attributed mainly to larger imports of standard and miniature carnations, roses, and pompon chrysanthemums. Colombian flowers continue to account for the lion's share of U.S. imports. Colombian flowers in 1993 accounted for 71 percent of quantity of roses, 97 percent of the standard carnations, 94 percent of the miniature carnations, 88 percent of the pompons, and 76 percent of the mums sold in the United States. Other important suppliers include Mexico, Ecuador, Costa Rica, Guatemala, and the Netherlands.

Fresh cut flower sales to consumers in the United States traditionally have been made by retail florists for use in weddings, funerals, get-well gifts, special occasions such as Mother's Day, etc. In recent years, there has been a large increase in sales of fresh cut flowers through mass marketers such as supermarkets, garden stores, flower stands and street vendors. The retail florist and the mass marketer use domestic and/or foreign produced fresh cut flowers depending on price, availability, and quality. Reportedly, Americans buy only half as many cut flowers as the Japanese and Italians, and a third as many as the Swiss.

U.S. exports of nursery products and cut flowers in 1993 were valued at \$209 million, up 4 percent from 1992. Exports of nursery products consisting of trees, tree parts, shrubs, bushes, herbaceous plants, nursery stock, bulbs and corms, etc., were valued at \$170 million. Canada, the European Union, and Mexico accounted for 90 percent of the total value. Other important but smaller markets, including Japan, the Caribbean, other western Europe, the Middle East, and Guatemala accounted for the

balance of U.S. nursery product exports. Exports of cut flowers, mostly of roses and carnations, valued at \$39 million, were up 22 percent from 1992.

On February 14, 1994, the U.S. Floral Trade Council, with the support of Roses Incorporated, filed an anti-dumping petition with the International Trade Administration (ITA), U.S. Department of Commerce, and the International Trade Commission (ITC) concerning fresh cut roses from Colombia and Ecuador.

On March 28, 1994, the U.S. International Trade Commission voted in a preliminary ruling that fresh cut roses allegedly dumped here by Colombia and Ecuador are a threat to U.S. industry, opening the way to an investigation by the ITA.

Colombia

Production of fresh cut flowers in Colombia in 1994 is forecast at 144,000 metric tons on 4,304 hectares. Greenhouses account for about 99 percent of the total area devoted to flower production, while open field production accounts for the balance. Greenhouses are constructed of plastic. About 89 percent of Colombia's greenhouses remain on the outskirts of Bogota, with 7 percent near Medellin, and 4 percent in the Cali area. Nearly all of the carnations, roses, alstroemerias, and gysophila are grown near Bogota. Open field production accounts for only about 1 percent of the total flower area.

Cut flowers in Colombia are produced on about 460 farms and sold by about 300 exporters. The floriculture industry in Colombia employs about 80,000 in direct jobs, which are about 75 percent women, and another 50,000 indirect jobs.

Colombia: Cut Flowers Area, Production and Exports
Calendar Years

| Items | 1990 | 1991 | 1992 | 1993* | 1994* |
|----------------------|----------------|----------------|----------------|----------------|----------------|
| Hectares | | | | | |
| Area | 3,914 | 4,111 | 4,242 | 4,173 | 4,304 |
| Greenhouse | 3,875 | 4,070 | 4,200 | 4,130 | 4,260 |
| Open | 39 | 41 | 42 | 43 | 44 |
| Metric tons | | | | | |
| Production | 96,992 | 101,537 | 112,209 | 131,188 | 144,211 |
| Carnation, min. | 0 | 0 | 10,140 | 13,824 | 15,789 |
| Carnation, std. | 44,354 | 45,439 | 40,799 | 49,385 | 51,789 |
| Chrysant., std. | 3,175 | 3,404 | 2,604 | 2,660 | 2,632 |
| Chrysant., pom. | 24,277 | 25,137 | 23,868 | 23,684 | 24,211 |
| Roses | 14,493 | 15,831 | 19,649 | 23,499 | 27,368 |
| Orchids | 10,693 | 11,726 | 15,148 | 18,136 | 22,632 |
| Exports | 92,142 | 96,460 | 106,599 | 124,629 | 137,000 |
| Carnation, min. | 0 | 0 | 9,633 | 13,133 | 15,000 |
| Carnation, std. | 42,136 | 43,167 | 38,759 | 46,916 | 49,000 |
| Chrysant., std. | 3,016 | 3,234 | 2,474 | 2,527 | 2,500 |
| Chrysant., pom. | 23,063 | 23,880 | 22,675 | 22,500 | 23,000 |
| Roses | 13,768 | 15,039 | 18,667 | 22,324 | 26,000 |
| Orchids | 87 | 128 | 0 | 0 | 0 |
| Others | 10,072 | 11,012 | 14,391 | 17,229 | 21,500 |
| Value (U.S.\$1,000) | | | | | |
| Total Exports | 221,340 | 228,886 | 280,319 | 340,896 | 375,000 |

* Estimate. Note: Totals are shown in bold print.

Source: Flower Growers Association (ASOCOLFLORES), DANE (National Statistics Bureau), and U.S. Agricultural Attache, Bogota.

Colombian flower growers are diversifying their production capabilities by establishing operations in Ecuador, Costa Rica, and Mexico. However, the largest perceived threat to the Colombian domination of the North American cut flower market is foreign investment in production facilities in Mexico, largely due to the U.S.-Mexico free trade agreement. In 1993, Mexico was the fourth largest flower exporter to the United States. During the same year, the Netherlands and Ecuador ranked as the second and third suppliers, respectively.

Farm-made bouquets are reportedly becoming very popular with the Colombian floriculture

industry. Colombian farm-made bouquets are made of an assortment of flower blooms consisting of pompon chrysanthemums, miniature carnations, and gypsophilas. These bouquets are made primarily for the export market.

Colombia began exporting flowers in 1964, and now flowers are the third most important agricultural export, after coffee and bananas. In 1994, the value of total flower exports is forecast at U.S.\$375 million, up 10 percent from last year. About 85 percent of Colombia's total cut flower production is earmarked for export, with about 80 percent going to the United

States. Germany and the United Kingdom take almost all of the remaining flower shipments.

Since 1967, flower exports to countries other than the United States receive a 5 percent Cert (income tax rebate certificate). Certs for flower exports to the United States were dropped several years ago to avoid countervailing action by the United States.

There are two flower producer associations in Colombia, ASOCOLFLORES and FEDEFLORES. ASOCOLFLORES, the older and larger of the two, represents mostly owners with large operations, while FEDEFLORES represents mostly owners with small or medium-sized flower operations.

In 1988, the Animal and Plant Health Inspection Service of the U.S. Department of Agriculture discovered white rust--a disease that attacks chrysanthemums--in a shipment of Colombian flowers arriving in Miami. However, since that time the Colombian Government has implemented a strict and comprehensive farm surveillance program, which includes monitoring for the disease on a plant-by-plant basis.

Netherlands

The Netherlands is the world's largest producer of fresh cut flowers. In 1993, total area devoted to cut flowers, potted plants, and other plants totaled 7,699 hectares of which 5,377 hectares were grown under glass greenhouses. Area devoted to hothouse (greenhouse) production of cut flowers in 1993 totaled 3,638 hectares, up slightly from 1992. Potted plant area during this same period totaled 1,078 hectares. The area devoted to the production of ornamental plants in 1993 on artificial growing medium (without soil) totaled 765 hectares, up 17 percent from 1992.

In the Netherlands, the Aalsmeer flower market, a cooperative of about 5,000 flower growers, is the largest flower auction site in the world. Reportedly, flower products are shipped to Aalsmeer from some of the world's largest flower producers for assessment by the auction's 2,500 buyers, and sold around the world. In 1993, more than 800 types of cut flowers and plants passed through the Aalsmeer auction.

Some of the auction's most important supply of cut flowers (Dutch product) in 1993 included: Alstroemerias, anthuriums, asters, carnations, mums, pompons, cymbidium orchids, daffodils, freesias, gerberas, iris, lilies, roses, tulips, limoniums, tracheliums, nerines, bouvardias, anemonies, aconitums, hyacinths, and others.

The value of cut flowers exported from the Netherlands in 1993 reached a record of U.S.\$2.2 billion, up 8 percent from 1992. A breakdown of flowers by type is not available. According to the Dutch Product Board for Ornamental Products, Dutch exports of cut flowers and potted plants will continue to grow, reaching a projected value of U.S.\$4.0 billion by the year 2000. Most of the increase in production is expected to be sold in markets such as the EU, the United States, and Japan. Eastern European markets are foreseen as having a large growth potential.

Costa Rica

Exports of fresh cut flowers and ferns from Costa Rica in 1993 combined for a total value of U.S.\$47.3 million. Cut flowers and ferns remain the third most important agricultural export category behind bananas and coffee. Export of flowers and ferns during the first four months of 1994 registered increases of 14 percent and 31 percent, respectively, from the same period a year earlier.

Historically, the United States accounts for the bulk of Costa Rican flower exports. In 1992, exports of cut flowers from Costa Rica to the United States were valued at about U.S.\$12 million (84 percent of the total export value), followed by Canada with U.S.\$0.8 million, Germany with U.S.\$0.7 million, and the Netherlands with U.S.\$0.4 million. Over 90 percent of the flowers exported are chrysanthemums, followed by smaller quantities of roses and other flowers. Carnations are no longer produced for export.

The main market for Costa Rican ferns is the European Union (EU). In 1992, ferns exported from Costa Rica were valued at U.S.\$23.7 with the EU accounting for 92 percent of the total value. Exports to Germany were valued at U.S.\$11.8 million, followed by Holland with

U.S.\$9.0 million, and the United Kingdom and Italy combined with less than U.S.\$1.0 million.

Most of the flowers and ferns in Costa Rica are grown in the Central Valley provinces of San Jose, Alajuela, Heredia, Cartago, and Fraijanes where the climate is ideal for floricultural production year round. The lower areas of the valley provinces provide the best growing conditions for flower production. All tropical flowers and ornamental plants are grown in open fields on about 400 hectares. Production of cut flowers by type in Costa Rica is not available. According to ACOLFLOR (Costa Rican Association of Flower Producers), total area planted to cut flowers, excluding tropical and ornamental plants, is estimated at about 100 hectares, all under greenhouses.

Total area planted to ferns (leather leaf) is estimated at about 1,000 hectares, all under plastic covering. There are approximately 40 fern growers in Costa Rica, with about 5 companies controlling the largest share of the export market. Many independent growers sell their product to larger companies for export. Ferns are exported by air and sea.

According to ACOLFLOR, the main obstacle that faces Costa Rican flower and fern exporters is the lack of adequate infrastructure, and improper handling of flowers at Costa Rica's international airport.

Israel

Commercial production of cut flowers in Israel consists mostly of roses, carnations, and chrysanthemums. In 1993, production of these flowers totaled 500 million stems, up 13 percent from 1992.

Despite the serious crisis in Israel's agriculture and the reshuffling of priorities, the flower sector is looked upon as having expansion possibilities. Currently there is some government assistance for the construction of greenhouses and for research into the development of new flower varieties.

In 1993, roses and carnations accounted for 95 percent of Israel's flower exports which totaled 379 million stems. The European Union, mainly Holland, Germany, and the United Kingdom accounted for approximately 87 percent of Israel's total flower exports in 1993. Israeli flowers shipped to the EU are marketed mostly through flower auctions. Auction buyers purchase these flowers and sell them to other countries in Europe and elsewhere.

Ecuador

Ecuador's cut flower production and exports have grown rapidly over the last five years. Reportedly, the industry has received investment capital from other countries, i.e., Colombia, Peru and others, and Ecuador's flower production has flourished. The flower industry in Ecuador has diversified from producing mainly roses, carnations, and chrysanthemums into producing gypsophila's, pompon chrysanthemums, statice and other flowers.

In 1994, production of cut flowers in Ecuador is forecast at 19,300 metric tons on 598 hectares. About 74 percent of the total flower area was under greenhouses, and the balance in open fields. Traditionally, over 90 percent of Ecuador's total cut flower production is earmarked for export. The U.S. continues to be Ecuador's primary market for flower exports.

Ecuador: Production of Cut Flowers
Metric tons

| Flowers | 1991 | 1992* | 1993* | 1994* |
|-----------------------|--------|--------|--------|--------|
| Roses | 5,139 | 5,667 | 7,305 | 9,430 |
| Chrysanthemum, stand. | 191 | 516 | 605 | 855 |
| Chrysanthemum, pom. | 641 | 390 | 502 | 646 |
| Carnations | 851 | 868 | 1,119 | 1,440 |
| Statice | 512 | 690 | 888 | 1,144 |
| Gypsophila | 1,938 | 2,256 | 2,900 | 3,738 |
| Others | 1,170 | 1,449 | 1,881 | 847 |
| Total | 10,442 | 11,836 | 15,200 | 19,300 |

Source: Ecuador's Cut Flower Exporters and Growers Association. * Estimate.

Note: One metric ton of fresh cut flowers is equivalent to about 59 boxes of 17 kilograms each.

There is little price information available on the sale of flowers from Ecuador, but most are sold on consignment. Trade sources believe that the Andean Trade Preference Act (ATPA), which grants duty-free access to the U.S. market to 5 Andean countries, will benefit Ecuador's industry substantially.

Exports of cut flowers from Ecuador in 1994 are forecast to reach 19,000 tons, up 30 percent from 1993. Roses, carnations, chrysanthemums, and gypsophilas are expected to account for bulk of total export volume.

Bolivia

Commercial production of fresh cut flowers in Bolivia includes mostly roses, carnations, and chrysanthemums. Production statistics are not available for other varieties of cut flowers.

In 1992, production of roses and carnations totaled 37.3 million stems on 16.5 hectares and 6 hectares, respectively. Production of roses and carnations were under greenhouses. Cut flowers produced in open fields are mainly for the domestic market.

The volume of exports by type of fresh cut flowers and country of destination is not available. In 1992, Bolivia exported 4 million stems of cut flowers, about the same volume that was exported the year before. Approximately 50 percent of Bolivia's cut flower exports are shipped to the United States, with the rest going to Chile, Paraguay, Brazil, and Argentina.

Bolivia: Fresh Cut Flower Production
(1,000 stems)

| Flowers | 1989 | 1990 | 1991 | 1992 |
|----------------|--------|--------|--------|--------|
| Roses | 11,157 | 13,054 | 15,403 | 18,480 |
| Carnations | 6,658 | 10,653 | 14,914 | 18,810 |
| Chrysanthemums | 108 | na | na | na |

Source: U.S. Agricultural Attache. na = not available.

Peru

Commercial production of cut flowers in Peru is small. In 1992, cut flowers produced for export, mainly baby's breath (*gypsophila*) and carnations, were valued at only U.S.\$2 million, compared to U.S.\$4 million in 1988. The United States, Germany, and the Netherlands were the principal markets.

The Peruvian cut flower industry reportedly has suffered heavy physical and financial losses due to terrorist violence. This situation has caused many of the small flower growers to close their operations, and move to nearby cities in an effort to avoid attacks and extortion threats. Traditionally, small farmers have supplied a large part of the flower volume exported by large firms.

In order to avoid further deterioration of the flower industry in Peru, most flower exporters have implemented strategies to diversify their production lines into other more profitable crops. According to Peru's Flower Growers Association there are only three flower exporting firms that remain in business in Peru.

Trade sources report that the industry's depressed situation is a result of poor economic conditions, high interest rates, the elimination of government export incentives, high cost of production, and terrorist attacks. As a result, some flower growers and exporters have moved their operations to Ecuador, Colombia, and Costa Rica.

(Emanuel McNeil, 202-720-2083)

Carnations: U.S. Production, Imports, Percent Imports of Supply, Growers

| Type and Year | Production 1/ 1,000 stems | Imports 1,000 stems | Import Value in \$1,000 | Imports as a Percent of Supply | Total Number of Growers |
|---------------------|------------------------------|---------------------------|-------------------------------|--------------------------------------|-------------------------------|
| Miniature 2/ | | | | | |
| 1988 | 158,748 | 281,004 | 12,099 | 64 | 204 |
| 1989 | 150,492 | 283,860 | 16,312 | 65 | 217 |
| 1990 | 140,796 | 321,924 | 16,120 | 70 | 156 |
| 1991 | 133,956 | 373,536 | 23,121 | 74 | 134 |
| 1992 | 116,472 | 384,276 | 23,448 | 77 | 123 |
| 1993 | 112,536 | 439,464 | 22,737 | 80 | 115 |
| Standard | | | | | |
| 1988 | 292,409 | 932,756 | 52,848 | 76 | 244 |
| 1989 | 248,661 | 812,028 | 56,592 | 77 | 256 |
| 1990 | 223,956 | 1,060,354 | 50,811 | 83 | 172 |
| 1991 | 197,580 | 1,027,929 | 48,726 | 84 | 149 |
| 1992 | 213,599 | 1,153,855 | 62,660 | 84 | 139 |
| 1993 | 204,926 | 1,252,734 | 62,347 | 86 | 119 |
| Total | | | | | |
| 1988 | 451,157 | 1,213,760 | 64,947 | 73 | na |
| 1989 | 399,153 | 1,095,888 | 72,904 | 73 | na |
| 1990 | 364,752 | 1,382,278 | 66,931 | 79 | na |
| 1991 | 331,536 | 1,401,465 | 71,847 | 81 | na |
| 1992 | 330,071 | 1,538,131 | 86,108 | 82 | na |
| 1993 | 317,462 | 1,692,198 | 85,084 | 84 | na |

1/ Production statistics are based on actual numbers of flowers sold in 28 states prior to 1992, and 36 states from 1992 forward, includes commercial production only.

2/ Revised from bunches to stems (12 stems = one bunch). na = not available.

Source: Inspections by Plant Protection and Quarantine Offices, USDA, as reported by the Federal-State Market News Service, the National Agricultural Statistics Service, USDA, and the U.S. Department of Commerce, Bureau of the Census.

**Chrysanthemums: U.S. Production, Imports,
Percent Imports of Supply, Growers**

| Type and Year | Production 1/ 1,000 stems | Imports 1,000 stems | Import Value in \$1,000 | Imports as a Percent of Supply | Total Number of Growers |
|------------------|------------------------------|---------------------------|-------------------------------|--------------------------------------|-------------------------------|
| Pompon 2/ | | | | | |
| 1988 | 180,126 | 508,230 | 50,888 | 74 | 552 |
| 1989 | 137,514 | 427,128 | 42,716 | 76 | 482 |
| 1990 | 115,962 | 524,034 | 46,337 | 82 | 441 |
| 1991 | 124,488 | 552,546 | 46,331 | 82 | 175 |
| 1992 | 92,616 | 562,470 | 54,336 | 86 | 152 |
| 1993 | 68,298 | 611,520 | 54,795 | 90 | 139 |
| Standard | | | | | |
| 1988 | 44,108 | 25,762 | 4,773 | 37 | 435 |
| 1989 | 39,275 | 27,978 | 5,387 | 42 | 401 |
| 1990 | 19,003 | 32,497 | 7,524 | 56 | 381 |
| 1991 | 22,138 | 32,849 | 8,878 | 60 | 120 |
| 1992 | 19,775 | 33,826 | 7,962 | 63 | 152 |
| 1993 | 20,944 | 29,570 | 14,396 | 58 | 139 |
| Total | | | | | |
| 1988 | 224,234 | 533,992 | 55,661 | 70 | na |
| 1989 | 176,789 | 455,106 | 48,103 | 72 | na |
| 1990 | 134,964 | 556,531 | 53,861 | 82 | na |
| 1991 | 146,626 | 585,395 | 55,209 | 80 | na |
| 1992 | 112,391 | 596,296 | 62,298 | 84 | na |
| 1993 | 89,242 | 641,090 | 69,191 | 88 | na |

1/ Production statistics are based on actual numbers of flowers sold in 28 states prior to 1992, and 36 states from 1992 forward, includes commercial production only.

2/ Revised from bunches to stems (one bunch = 6 stems).

na = not available.

Source: Inspections by Plant Protection and Quarantine Offices, USDA as reported by the Federal-State Market News Service, the National Agricultural Statistics Service, and the U.S. Department of Commerce, Bureau of the Census.

Roses: U.S. Production, Imports, Percent Imports of Supply, Growers

| Type and Year | Production 1,000 stems | Imports 1,000 stems | Import Value in \$1,000 | Imports as a Percent of Supply | Total Number of Growers |
|----------------------|---------------------------|---------------------------|-------------------------------|--------------------------------------|-------------------------------|
| Sweetheart 2/ | | | | | |
| 1988 | 124,813 | 3/ | 243 | na | 201 |
| 1989 | 106,319 | 3/ | 6,472 | na | 197 |
| 1990 | 101,564 | 3/ | 3,386 | na | 153 |
| 1991 | 88,748 | 3/ | 2,218 | na | 146 |
| 1992 | 74,588 | 3/ | 560 | na | 133 |
| 1993 | 80,430 | 3/ | 770 | na | 126 |
| Hybrid Tea | | | | | |
| 1988 | 440,627 | 3/ | 62,512 | na | 273 |
| 1989 | 328,585 | 3/ | 68,840 | na | 287 |
| 1990 | 399,874 | 3/ | 82,652 | na | 221 |
| 1991 | 447,797 | 3/ | 89,476 | na | 219 |
| 1992 | 458,974 | 3/ | 89,882 | na | 224 |
| 1993 | 430,819 | 3/ | 106,622 | na | 213 |
| Total | | | | | |
| 1988 | 565,440 | 286,758 | 62,755 | 34 | na |
| 1989 | 434,904 | 314,195 | 75,312 | 42 | na |
| 1990 | 501,438 | 427,328 | 86,038 | 46 | na |
| 1991 | 536,545 | 502,007 | 91,694 | 48 | na |
| 1992 | 533,562 | 571,703 | 90,442 | 52 | na |
| 1993 | 511,249 | 694,583 | 107,392 | 58 | na |

1/ Production statistics are based on the actual numbers of flowers sold in 28 states prior to 1992, and 36 states from 1992 forward, includes commercial growers only.

3/ U.S. imports of roses provided by the Market News Service are only available by total and not by type.

na = not available.

Source: Inspections by Plant Protection and Quarantine Offices, USDA as reported by the Federal-State Market News Service, the National Agricultural Statistics Service, and the U.S. Department of Commerce, Bureau of the Census.

Cut Flowers: U.S. Imports by Country of Origin, Calendar Years 1989-93
1,000 stems

| Type and Country | 1989 | 1990 | 1991 | 1992 | 1993 |
|--------------------------|----------------|------------------|------------------|------------------|------------------|
| Carnations | 812,028 | 1,060,354 | 1,027,929 | 1,153,855 | 1,252,734 |
| Colombia | 766,530 | 1,015,760 | 988,135 | 1,115,375 | 1,213,506 |
| Ecuador | 11,670 | 14,075 | 14,164 | 14,926 | 18,487 |
| Guatemala | 603 | 5,905 | 5,601 | 6,950 | 4,759 |
| Mexico | 18,493 | 13,820 | 12,285 | 10,457 | 11,262 |
| Netherlands | 2,609 | 2,219 | 2,337 | 3,476 | 2,158 |
| Peru | 6,397 | 3,481 | 2,484 | 203 | 347 |
| Others | 5,726 | 5,094 | 2,923 | 2,468 | 2,215 |
| Carnat., Minia.1/ | 283,860 | 321,924 | 373,536 | 384,276 | 439,464 |
| Colombia | 225,276 | 257,388 | 295,248 | 339,888 | 411,324 |
| Costa Rica | 9,912 | 4,596 | 3,948 | 948 | 0 |
| Ecuador | 16,944 | 21,192 | 21,804 | 11,844 | 11,052 |
| Mexico | 10,452 | 6,000 | 6,564 | 9,864 | 10,632 |
| Peru | 9,768 | 22,212 | 24,744 | 18,252 | 4,632 |
| Israel | 0 | 0 | 17,664 | 0 | 0 |
| Others | 11,508 | 10,536 | 3,564 | 3,480 | 1,824 |
| Chrysanthemums | 27,978 | 32,497 | 33,172 | 33,826 | 29,570 |
| Colombia | 19,150 | 25,493 | 27,054 | 27,630 | 22,512 |
| Dominican Rep. | 313 | 813 | 740 | 492 | 441 |
| Ecuador | 3,006 | 2,062 | 2,237 | 2,752 | 3,167 |
| Netherlands | 3,963 | 3,550 | 2,849 | 2,641 | 2,658 |
| Others | 1,415 | 199 | 292 | 311 | 762 |
| Chrysth., Pom 3/ | 427,128 | 524,034 | 552,546 | 562,470 | 611,520 |
| Colombia | 369,114 | 455,124 | 478,614 | 493,182 | 537,306 |
| Costa Rica | 39,552 | 51,672 | 59,016 | 60,702 | 65,082 |
| Dominican Rep. | 5,022 | 3,930 | 2,136 | 672 | na |
| Ecuador | 9,696 | 10,206 | 8,598 | 7,062 | 6,870 |
| Others | 3,744 | 3,102 | 4,182 | 852 | 2,262 |
| Roses | 314,195 | 427,328 | 502,007 | 571,703 | 694,583 |
| Bolivia | 1,706 | 2,362 | 3,350 | 3,024 | 2,199 |
| Colombia | 221,593 | 293,171 | 350,441 | 398,204 | 490,192 |
| Costa Rica | 4,074 | 5,447 | 7,604 | 7,348 | 6,325 |
| Dominican Rep. | 2,351 | 3,412 | 3,364 | 3,428 | 3,168 |
| Ecuador | 26,238 | 42,283 | 57,956 | 82,828 | 113,097 |
| Guatemala | 9,365 | 16,543 | 23,533 | 27,885 | 29,935 |
| Mexico | 33,565 | 47,969 | 43,005 | 35,580 | 35,420 |
| Netherlands | 11,606 | 12,852 | 10,280 | 11,879 | 11,240 |
| Others | 3,697 | 3,289 | 2,474 | 1,527 | 3,007 |

--Cut Flowers Cont'.d--

| | 1989 | 1990 | 1991 | 1992 | 1993 |
|-----------------------|----------------|----------------|----------------|----------------|----------------|
| Alstroemeria | 69,088 | 80,168 | 83,343 | 92,164 | 104,989 |
| Colombia | 64,209 | 75,726 | 80,054 | 89,203 | 101,598 |
| Netherlands | 3,171 | 3,130 | 2,499 | 2,373 | 2,310 |
| Others | 1,708 | 1,312 | 790 | 588 | 1,081 |
| Chamaedorea 2/ | 320,150 | 332,825 | 399,725 | 443,775 | 385,925 |
| Guatemala | 63,925 | 55,075 | 60,075 | 61,400 | 62,300 |
| Mexico | 254,175 | 274,650 | 336,775 | 381,525 | 323,050 |
| Others | 2,050 | 3,100 | 2,875 | 850 | 575 |
| Daisies | 25,575 | 19,048 | 19,848 | 4,766 | 8,196 |
| Colombia | 1,062 | 454 | 822 | na | na |
| Mexico | 24,418 | 18,509 | 19,001 | 4,545 | 8,101 |
| Others | 95 | 85 | 25 | 221 | 95 |
| Freesia | 30,716 | 28,974 | 23,528 | 25,353 | 27,700 |
| Colombia | 1,787 | 1,317 | 1,388 | 1,560 | 2,207 |
| Netherlands | 28,573 | 27,517 | 22,066 | 23,627 | 25,215 |
| Others | 356 | 140 | 74 | 166 | 278 |
| Gerbera | 30,266 | 31,510 | 32,350 | 34,807 | 37,679 |
| Colombia | 19,565 | 23,017 | 26,106 | 28,662 | 28,544 |
| Costa Rica | 1,228 | 484 | 409 | 415 | 344 |
| Dominican Rep. | 1,547 | 1,295 | 1,061 | 821 | 763 |
| Israel | 989 | 852 | 841 | 895 | 1,598 |
| Netherlands | 5,193 | 5,066 | 3,507 | 3,679 | 5,855 |
| Others | 1,744 | 796 | 426 | 335 | 597 |
| Gladioli | 3,730 | 4,960 | 4,158 | 5,029 | 4,701 |
| Mexico | 1,263 | 2,562 | 2,505 | 3,210 | 3,090 |
| Netherlands | 2,066 | 1,880 | 1,473 | 1,638 | 1,401 |
| Others | 401 | 518 | 180 | 181 | 210 |
| Gypsophila 4/ | 70,950 | 90,570 | 114,310 | 151,840 | 180,060 |
| Colombia | 25,320 | 33,750 | 47,060 | 56,470 | 65,390 |
| Ecuador | 24,300 | 35,010 | 45,280 | 61,590 | 93,190 |
| Peru | 7,850 | 13,730 | 14,740 | 13,550 | 9,860 |
| Others | 13,470 | 8,080 | 7,230 | 10,450 | 11,620 |
| Iris | 29,038 | 27,070 | 20,813 | 21,366 | 20,956 |
| Colombia | 171 | 658 | 103 | 162 | na |
| Netherlands | 28,323 | 26,083 | 20,460 | 21,067 | 20,555 |
| Others | 397 | 329 | 250 | 137 | 401 |
| Leatherleaf | 445 | 3,254 | 32,225 | 19,074 | 10,798 |
| Costa Rica | 0 | 3,044 | 31,441 | 17,826 | 8,831 |
| Others | 445 | 210 | 784 | 1,248 | 1,967 |

--Cut Flowers Cont'd--

| | 1989 | 1990 | 1991 | 1992 | 1993 |
|---------------------------|---------------|---------------|---------------|---------------|----------------|
| Lilac | 210 | 316 | 619 | 710 | 691 |
| Netherlands | 208 | 316 | 617 | 709 | 678 |
| Others | 2 | 0 | 2 | 1 | 13 |
| Lilies | 34,381 | 38,120 | 32,149 | 35,081 | 35,966 |
| Colombia | 4,229 | 2,395 | 2,105 | 2,343 | 2,076 |
| Costa Rica | 717 | 944 | 1,692 | 2,933 | 3,198 |
| Netherlands | 27,845 | 33,811 | 27,589 | 28,513 | 27,326 |
| Others | 1,530 | 970 | 763 | 1,292 | 3,366 |
| Misc. Greens | 5,657 | 9,521 | 23,309 | 24,075 | 36,885 |
| Costa Rica | 1,839 | 6,326 | 7,860 | 9,231 | 11,670 |
| Israel | 766 | na | 5,400 | 3,353 | 2,446 |
| Italy | na | 561 | 3,928 | 4,016 | 4,107 |
| Jamaica | na | 52 | 320 | 542 | 463 |
| Mexico | 10 | 431 | 3,253 | 5,675 | 16,114 |
| Thailand | 325 | 309 | 319 | 401 | 254 |
| Others | 2,727 | 1,842 | 2,229 | 857 | 1,831 |
| Orchids, Cybidiums | 3,271 | 5,034 | 4,503 | 5,979 | 4,653 |
| Australia | 185 | 248 | na | na | na |
| Netherlands | 2,250 | 4,077 | 3,211 | 3,495 | 3,037 |
| New Zealand | 676 | 699 | 702 | 1,209 | 1,511 |
| Others | 160 | 10 | 590 | 1,275 | 105 |
| Orchids, Other | 21,058 | 24,419 | 22,413 | 14,094 | 23,341 |
| Netherlands | 467 | 162 | 283 | 290 | 331 |
| Singapore | 730 | 509 | 160 | na | na |
| Thailand | 19,766 | 23,691 | 21,889 | 13,493 | 22,599 |
| Others | 95 | 57 | 81 | 311 | 411 |
| Statice 5/ | 68,470 | 73,790 | 86,940 | 75,140 | 114,380 |
| Colombia | 27,200 | 28,500 | 38,490 | 32,340 | 42,300 |
| Ecuador | 11,510 | 14,700 | 12,740 | 12,110 | 10,930 |
| Mexico | 19,340 | 23,530 | 27,930 | 24,770 | 54,370 |
| Peru | 5,820 | 4,190 | 4,400 | 720 | 1,720 |
| Others | 4,600 | 2,870 | 3,360 | 5,200 | 4,140 |
| Tulips | 68,478 | 71,234 | 52,054 | 60,519 | 57,842 |
| France | 2,768 | 2,369 | 1,421 | 1,257 | 2,193 |
| Netherlands | 65,503 | 68,019 | 50,249 | 58,995 | 55,411 |
| Others | 207 | 846 | 384 | 267 | 238 |

--Cut Flowers Cont'.d--

| | 1989 | 1990 | 1991 | 1992 | 1993 |
|------------------------|------------------|------------------|------------------|------------------|------------------|
| Other Ornament. | 199,044 | 257,402 | 270,670 | 251,510 | 319,774 |
| Colombia | 56,482 | 88,229 | 108,050 | 118,355 | 156,551 |
| Costa Rica | 18,362 | 28,031 | 31,895 | 28,535 | 36,043 |
| Dominican Rep. | 3,608 | 12,585 | 23,536 | 11,016 | 15,739 |
| Ecuador | 4,076 | 8,169 | 10,678 | 11,724 | 17,853 |
| Guatemala | 3,102 | 4,830 | 3,681 | 5,054 | 4,401 |
| Honduras | 1,678 | 4,405 | 3,133 | 2,784 | 2,982 |
| Jamaica | 2,966 | 5,684 | 5,319 | 4,026 | 2,492 |
| Mexico | 12,225 | 13,984 | 14,511 | 16,184 | 21,385 |
| Netherlands | 43,576 | 37,987 | 30,449 | 28,796 | 32,413 |
| Peru | 16,012 | 18,453 | 14,014 | 2,576 | 1,860 |
| Others | 36,957 | 35,045 | 25,404 | 22,460 | 28,055 |
| All Total Stems | 2,845,716 | 3,464,352 | 3,712,147 | 3,971,412 | 4,402,407 |

Note: Totals are shown in bold print. 1/ Revised from bunches to stems (one bunch = 12 stems). 2/ Revised from bunches to stems (one bunch = 25 stems). 3/ Revised from bunches to stems (one bunch = 6 stems). 4/ Revised from bunches to stems (one bunch = 10 stems). 5/ Revised from bunches to stems (one bunch = 10 stems).

Source: Inspections by Plant Protection and Quarantine Offices, USDA as reported by the Federal-State Market News Service.

**U.S. Imports Of Fresh Cut Flowers
(\$1,000 dollars)**

| Origin | 1989 | 1990 | 1991 | 1992 | 1993 |
|----------------|----------------|----------------|----------------|----------------|----------------|
| Colombia | 186,595 | 199,139 | 202,877 | 231,397 | 251,837 |
| Netherlands | 67,660 | 63,371 | 49,439 | 51,080 | 53,460 |
| Mexico | 9,978 | 13,438 | 15,390 | 11,898 | 13,930 |
| Costa Rica | 8,824 | 9,195 | 10,180 | 10,029 | 11,639 |
| Ecuador | 7,222 | 9,597 | 12,442 | 15,244 | 19,575 |
| Peru | 4,181 | 3,624 | 3,648 | 2,316 | 1,082 |
| Thailand | 4,017 | 4,017 | 4,506 | 4,378 | 4,275 |
| Canada | 3,759 | 3,830 | 3,783 | 4,133 | 4,584 |
| Israel | 3,196 | 1,967 | 2,056 | 1,610 | 1,828 |
| Guatemala | 2,591 | 3,316 | 3,699 | 5,335 | 5,033 |
| Australia | 945 | 1,559 | 2,078 | 2,898 | 2,614 |
| France | 2,828 | 2,957 | 2,431 | 2,253 | 2,047 |
| Italy | 1,591 | 1,245 | 1,029 | 1,332 | 1,128 |
| Dominican Rep. | 634 | 801 | 1,341 | 1,639 | 1,872 |
| Taiwan | 2,491 | 826 | 209 | 227 | 109 |
| Jamaica | 956 | 1,230 | 881 | 597 | 160 |
| Others | 8,186 | 6,134 | 6,027 | 6,000 | 7,009 |
| Total | 315,654 | 326,246 | 322,016 | 352,366 | 382,182 |

Source: U.S. Department of Commerce, Bureau of the Census.

**U.S. Exports of Fresh Cut Flowers and Nursery Products
(\$1,000)**

| Origin | 1989 | 1990 | 1991 | 1992 | 1993 |
|--------------------------|----------------|----------------|----------------|----------------|----------------|
| Cut Flowers: | | | | | |
| Canada | 2,200 | 17,437 | 15,757 | 17,479 | 19,259 |
| Japan | 2,672 | 4,349 | 4,874 | 4,974 | 6,564 |
| Mexico | 556 | 906 | 4,235 | 2,897 | 4,764 |
| Netherlands | 1,257 | 2,453 | 3,393 | 1,861 | 2,606 |
| Germany | 1,586 | 2,362 | 2,090 | 1,713 | 2,548 |
| United Kingdom | 332 | 341 | 587 | 646 | 849 |
| Switzerland | 496 | 512 | 544 | 673 | 651 |
| Venezuela | 0 | 37 | 71 | 342 | 508 |
| Others | 1,674 | 1,147 | 2,148 | 1,920 | 1,351 |
| Total | 10,773 | 29,544 | 33,699 | 32,505 | 39,100 |
| Nursery Products: | | | | | |
| Canada | 33,557 | 92,371 | 88,541 | 85,911 | 81,009 |
| Netherlands | 18,200 | 19,789 | 22,422 | 21,337 | 27,239 |
| Germany | 15,291 | 17,407 | 22,997 | 20,988 | 21,048 |
| Mexico | 4,516 | 4,088 | 8,220 | 11,820 | 11,192 |
| Bel-Lux | 1,304 | 1,851 | 3,643 | 5,394 | 6,851 |
| Japan | 4,298 | 3,790 | 4,492 | 4,187 | 4,045 |
| Italy | 2,208 | 3,294 | 2,549 | 3,919 | 2,270 |
| United Kingdom | 1,268 | 940 | 1,036 | 1,360 | 2,052 |
| Switzerland | 1,376 | 1,609 | 1,554 | 1,578 | 1,519 |
| United Arab Emirates | 1,748 | 796 | 1,157 | 518 | 1,228 |
| Spain | 1,707 | 1,152 | 2,117 | 1,369 | 1,112 |
| Others | 8,641 | 10,110 | 9,014 | 10,435 | 10,732 |
| Total | 94,114 | 157,197 | 167,742 | 168,816 | 170,297 |
| Total World | 104,887 | 186,741 | 201,441 | 201,321 | 209,397 |

Source: U.S. Department of Commerce, Bureau of the Census.

European Union Imports of Fresh Cut Flowers
Calendar Years 1988-1992
(U.S.\$1,000)

| Origins | 1988 | 1989 | 1990 | 1991 | 1992 |
|-------------------------------|------------------|------------------|------------------|------------------|------------------|
| Total EU 1/ | 1,613,354 | 1,606,978 | 2,021,237 | 2,305,733 | 2,467,649 |
| EU Trading Partners | | | | | |
| | 1,359,826 | 1,363,113 | 1,699,543 | 1,919,521 | 2,017,742 |
| The Netherlands | 1,212,556 | 1,205,257 | 1,536,727 | 1,755,626 | 1,840,312 |
| Italy | 60,919 | 70,131 | 79,007 | 77,979 | 84,123 |
| Spain | 51,772 | 54,374 | 46,084 | 42,579 | 43,635 |
| France | 10,226 | 10,637 | 12,336 | 14,836 | 17,080 |
| Germany 2/ | 11,049 | 9,878 | 10,935 | 12,262 | 13,829 |
| United Kingdom | 7,856 | 8,196 | 8,725 | 8,574 | 10,482 |
| Belgium/Luxem. | 3,084 | 3,040 | 3,901 | 5,492 | 6,056 |
| Denmark | 323 | 260 | 326 | 1,379 | 1,533 |
| Portugal | 1,009 | 865 | 993 | 578 | 410 |
| Ireland | 54 | 74 | 167 | 190 | 178 |
| Greece | 978 | 401 | 342 | 26 | 104 |
| Other Trading Partners | | | | | |
| | 244,370 | 235,756 | 311,923 | 376,646 | 437,409 |
| Israel | 97,440 | 84,161 | 111,171 | 116,291 | 123,361 |
| Colombia | 42,154 | 41,777 | 56,914 | 92,652 | 116,457 |
| Peru | 2,408 | 2,375 | 2,915 | 6,818 | 7,671 |
| Ecuador | 2,058 | 1,968 | 2,205 | 4,023 | 7,584 |
| Brazil | 1,612 | 1,600 | 2,127 | 3,248 | 3,905 |
| Thailand | 21,170 | 22,274 | 26,693 | 30,781 | 31,744 |
| Singapore | 1,585 | 1,494 | 1,912 | 2,455 | 2,811 |
| Canary Islands | 17,102 | 14,666 | 17,788 | 15,899 | 13,897 |
| Turkey | 3,183 | 7,543 | 11,099 | 11,915 | 12,670 |
| Morocco | 6,188 | 7,316 | 11,101 | 12,956 | 14,199 |
| Kenya | 29,012 | 30,402 | 40,022 | 46,773 | 56,080 |
| Zimbabwe | 6,372 | 7,150 | 11,714 | 15,520 | 28,390 |
| South Africa | 7,235 | 6,374 | 7,827 | 8,727 | 8,258 |
| Mauritius | 1,927 | 1,977 | 2,878 | 2,744 | 2,705 |
| Zambia | 450 | 512 | 940 | 1,609 | 2,380 |
| Ethiopia | 2,840 | 3,018 | 2,854 | 1,661 | 1,670 |
| United States | 1,372 | 902 | 1,273 | 1,754 | 1,281 |
| Costa Rica | 262 | 247 | 490 | 820 | 2,346 |
| Others | 9,158 | 8,109 | 9,771 | 9,566 | 12,498 |

Source: Eurostat. Note: Totals are shown in bold print. 1/ Exchange rates, dollars per ECU: 1988 (1.1839); 1989 (1.1024); 1990 (1.2731); 1991 (1.241); 1992 (1.2968). 2/ (<91, W. Ger.)

THE 1994 MARKET PROMOTION PROGRAM

Through the Market Promotion Program (MPP), the USDA allocates funds to non-profit trade organizations and private entities to promote U.S. agricultural products in foreign markets. These organizations and companies use this money to supplement their own funds to carryout activities such as advertising, merchandising, printing of promotional materials, and public relations. These promotional dollars have helped U.S. horticultural products grow faster than any other commodity segment.

Authorized by the 1990 Farm Bill, the MPP is administered by the Foreign Agricultural Service. The program has seen many changes over the years and 1994 was no exception. For 1994, all participants are required to submit a description of an unfair trade practice (UTP) by a foreign country in order to participate in the program. A UTP is defined as a trade barrier that adversely affects trade in a given commodity. Examples include seasonal import bans, minimum grower prices, or reference pricing systems. In the past, participants with valid UTP's received preferential treatment, but a UTP was not a requirement. Other changes include a five-year limit on branded products using MPP funds in any one country; certification that MPP funds will supplement, not supplant, any private funds; a minimum 10 percent contribution on non-brand promotions by the commodity organization; and preference for small-sized entities. For 1994, Congress authorized \$100 million for the program, a 32 percent cut from last year.

MPP funds are allocated to many non-profit trade associations, which manage both generic and branded activities overseas. Commodities supported range from feed grains to cotton to forest products to apples. In fiscal year 1994, \$39.3 million, about 39% of all MPP funds, were earmarked for horticultural products. Table 1 lists the FY 1994 budget levels, which include the 1994 allocation plus unused funds from previous years' allocations.

The objective of MPP is to create, expand, and maintain U.S. export markets. In general, this program tends to emphasize products that can demonstrate an immediate and/or sustained increase in exports. Under the program, horticultural products have been growing at a fast pace relative to other agricultural sectors, and therefore, fall easily into the mission of the program.

Activities carried out under the program tend to be highly visible, such as Washington apple television commercials in Malaysia, poster campaigns for California walnuts in Germany, and print advertising for U.S. wines in the United Kingdom.

The Export Incentive Program (EIP)

In cases where no national non-profit organization represents a commodity, the Export Incentive Program is used to help companies expand exports.

Unlike the MPP programs managed by the non-profits, only private companies participate in an EIP. These companies enter into an agreement with USDA to carry out brand promotions abroad. The reimbursable costs for this program are limited to costs associated with direct promotion, such as advertising and public relations. USDA reimburses EIP participants to carry out brand promotions abroad, usually on a dollar for dollar basis. At present, only horticultural commodities have EIP's.

(Steve Shnitzler, 202-720-8495)

**Horticultural Organizations: FY1994 Budget
Ceilings for Market Promotion Program
Table 1**

| Participant Name | 1994 Budget (\$ millions) |
|---|------------------------------|
| Almond Board of California | 3.484 |
| Asparagus USA | .339 |
| American Brandy Association | .645 |
| California Avocado Commission | .450 |
| California Cling Peach Advisory Board * | 1.340 |
| California Kiwifruit Commission | .389 |
| California Pistachio Commission | 1.392 |
| California Prune Board | 3.601 |
| California Strawberry Commission | .685 |
| California Table Grape Commission | 2.830 |
| California Tomato Board | .300 |
| California Tree Fruit Agreement | 1.082 |
| California Walnut Commission | 3.481 |
| Cherry Marketing Institute (tart cherries) | .307 |
| Florida Department of Citrus | 6.000 |
| Ginseng Board of Wisconsin | .273 |
| Hop Growers of America | .160 |
| National Honey Board | .252 |
| National Potato Promotion Board | 2.241 |
| Northwest Wine Promotion Coalition | .470 |
| New York Wine & Grape Foundation | .350 |
| OR-WA-CA Pear Bureau | 1.495 |
| Raisin Administrative Committee | 4.479 |
| USA Fresh Sweet Cherry Promotion | .863 |
| International Apple Institute ** | .552 |
| Washington State Apple Commission | 3.747 |
| Wild Blueberry Association of North America | 0.005 |
| Wine Institute | 8.450 |
| CA/AZ Fresh Citrus - EIP | 3.665 |
| Concord Grape - EIP | .100 |
| Cranberry - EIP | .600 |
| Malt Cooler - EIP | .100 |
| Processed Corn - EIP | .992 |
| Processed Tomato - EIP | .400 |
| TOTAL | 55.529 |

* Includes Pacific Coast Canned Pear Service

** Promotes apples other than those from Washington state

NEW ZEALAND'S HORTICULTURAL INDUSTRY AND THE COMPETITION OUTLOOK IN WORLD MARKETS

[Note: This is the third competition article in a series. India was featured in the May issue, Australia in April.]

Over the past decade, New Zealand's agricultural export industries have adjusted to economic reforms, which have reduced domestic protection and encouraged producers to seek overseas markets. Growers of apples and kiwifruit rely on export markets for a large percentage of their production. Assistance for exporters is provided through the government-funded TRADENZ and the various producer/grower funded marketing boards. This report examines the efforts of four organizations with a combined promotional budget of about \$22 million. The process of reform continues in New Zealand, as evidenced by the Apple and Pear Marketing Board (APMB) divesting itself of control of fruit imports beginning this season. Similar moves toward streamlining grower boards include the Kiwifruit Marketing Board's (KMB) recent decision to allow food industry giant Dole to handle sales, marketing, and distribution of New Zealand's kiwifruit exports to Japan. The lifting of protection for New Zealand's wine industry beginning in 1984 has forced it to adapt to a competitive domestic environment and seek export markets.

Overview of New Zealand's Horticultural Industry

This report focuses on export prospects for four commodities: apples, pears, kiwifruit, and wine.

New Zealand's agricultural sector over the past five years has shifted away from the predominance of sheep (meat and wool) toward other enterprises such as dairy, forestry and horticulture. Although famous throughout the world for kiwifruit, New Zealand is also an important producer of apples for the export market. Indeed, many popular apple varieties (e.g., Braeburn and Gala) were developed in New Zealand. Less well known in export markets are the country's wines. According to projections by the domestic wine industry, New Zealand hopes to achieve annual export earnings of NZ\$100 million (U.S.\$54 million) by the end of the century.

Approximately 3.7 percent or 100,000 hectares of New Zealand's total land area are planted to various horticultural crops. Outdoor horticultural crop area is about 50,000 hectares. The following table presents area planted, production, and export data for selected fruits and wine. With a population estimated at only about 3.5 million and a high per-capita consumption of fruits and vegetables, the country relies on export markets for certain horticultural commodities. Prominent in world trade are its kiwifruit and apples. Anecdotal evidence suggests that on average each New Zealander eats 12 servings of fruit and vegetables daily, one of the highest per capita consumption rates in the world. The daily per capita target for the United States is five servings a day.

**NEW ZEALAND: Production of Selected
Horticultural Commodities
(Hectares; Metric Tons; Liters 1/)**

| Commodity | Area | Production | Exports |
|-------------|--------|------------|-----------|
| Apples | 12,000 | 497,150 | 240,500 |
| Pears | 920 | 18,510 | 2,868 |
| Kiwifruit | 13,000 | 216,800 | 190,000 |
| Wine 2/ | 6,109 | 41,600,000 | 7,100,000 |
| Stone Fruit | 3,600 | 45,000 | 2,420 |
| Avocados | 1,500 | n/a | n/a |
| Persimmons | 500 | n/a | n/a |
| Citrus | 1,500 | n/a | n/a |

Source: USDA publications FHORT 3 & 4-94; Wine Institute of New Zealand, "New Zealand Wine 1993-2000: A Working Paper", 1993.

1/ Data for fruit are for 1993/94, for wine, 1992.

2/Production and Exports are in liters.

New Zealand is a Southern Hemisphere country with different harvest seasons from those in the United States. In previous years New Zealand has, therefore, not been considered a direct competitor in export markets for fresh products. However, increases in global production combined with improvements in storage facilities and technology (e.g., controlled atmosphere storage) have enabled sales to overlap, leading to increased competition and downward price pressure in certain markets.

GOVERNMENT ASSISTANCE FOR EXPORTS

New Zealand's export promotion is primarily the responsibility of the various marketing boards and private industry. Funding for the commodity boards is generated through producer/grower contributions. Reportedly, the only direct Government promotion is conducted through the organization TRADENZ, formerly the Trade Development Board. The table below shows that government funding for all export promotional activities for FY 1993 (July/June) reportedly reached U.S.\$3.2 million, or about 15 percent of total budget for TRADENZ during that period. Not all of this amount was directed toward horticultural commodity exports. Other services funded by TRADENZ include market analyses and consultancies on export potential of various commodities. Numerous small businesses have benefitted from TRADENZ's export consultancy services, which are assessed on a partial cost-recovery basis.

**NEW ZEALAND: Export Promotion Budgets and
Associated Export Revenues
(Fiscal Years; NZ\$million) 1/**

| Organization | 1990/91 | 1991/92 | 1992/93 |
|------------------------|---------|---------|---------|
| TRADENZ (Govt. NZ) | 6.0 | 5.5 | 6.1 |
| Apple & Pear Board 2/ | 8.0 | 8.5 | 9.0 |
| FOB Revenue | 297.3 | 325.9 | 340.8 |
| Kiwifruit Board 2/ | 30.0 | 27.7 | 31.9 |
| FOB Revenue | 437.7 | 506.1 | 370.0 |
| Hort. Export Authority | 0.2 | 0.8 | 1.0 |
| FOB Revenue | 62.6 | 89.0 | 81.5 |

Source: FAS/Wellington post report NZ4008.

1/Various fiscal years are reported.

2/Both exercise monopoly rights over exports.

3/Exchange rates (NZ\$ = \$1.00): 1990/91, 1.673; 1991/92, 1.808; 1992/93, 1.880.

The above table indicates the relative importance of kiwifruit in the overall funding of horticultural export promotions. This is understandable given that FOB returns on kiwifruit exports for the 1993 campaign were NZ\$370 million (U.S.\$197 million), the largest component of export revenue listed above.

KIWIFRUIT MARKETING BOARD (KMB) PULLS BACK FROM HUGE DEFICIT

The KMB is the sole authority for marketing New Zealand's export-grade kiwifruit, except for shipments to Australia. The KMB is responsible for buying the fruit and for coordinating the packing, cold storage, and movement of fruit to export channels. It also is tasked with research and development.

The financial stability of the KMB was put to test two years ago when an inaccurate pre-harvest forecast led the KMB to conclude that restricting harvested volumes would not be necessary. However, the final crop that year was well above the 60-million tray estimate at 67.3 million trays (275,100 tons). The final export total was 55 million trays (203,000 tons). As a result of this over-supply situation the KMB sustained huge losses, which lowered grower returns on the 1991/92 crop (harvest 1992) and necessitated large bank loans to meet payments. Although the situation improved in 1992/93, the loan will likely be fully repaid only after the current export campaign.

New Zealand is synonymous with kiwifruit. It is the world's second leading producer and exporter after Italy. The following table presents kiwifruit trade data and shows that the EU is the major market for the KMB. Japan is the leading Asian destination for New Zealand's kiwifruit.

**NEW ZEALAND: Kiwifruit Production & Trade
(Calendar Years; Metric Tons)**

| | 1991 | 1992 | 1993 |
|---------------------|---------|---------|---------|
| Production | 278,000 | 275,100 | 225,000 |
| Exports | 209,504 | 202,071 | 187,069 |
| EU Countries | 119,536 | 109,204 | 104,417 |
| United States | 24,631 | 11,698 | 6,183 |
| Australia (non-KMB) | 12,507 | 14,747 | 12,539 |
| Japan | 43,340 | 49,820 | 44,238 |
| Taiwan | 2,262 | 4,212 | 3,902 |
| Hong Kong | 1,217 | 1,512 | 1,458 |
| Korea | 1,334 | 2,210 | 2,231 |
| Singapore | 532 | 678 | 611 |
| Others | 4,145 | 8,891 | 11,490 |

Source: USDA publication FHORT 4-93 and FAS/Wellington report NZ4004, New Zealand Dept of Statistics.

KMB Signs Marketing Contracts with Dole for Japan and Geest for the United Kingdom

Recently the KMB announced that it will contract with Dole to handle kiwifruit sales, marketing, and distribution in Japan. This development reportedly reflects difficulties encountered by the KMB's Japan office in working with local distributors and the complex marketing system. Under the terms of the agreement, Dole will deal exclusively with New Zealand kiwifruit, which will be marketed under the KMB's "World's Finest" brand rather than a Dole brand. The KMB remains the principal importer; Dole handles all logistics, including storage and repacking. This arrangement seeks to prevent marketing glitches such as those which occurred last season, when Japanese distributors reportedly destroyed over 100,00 trays of kiwifruit.

The KMB has also signed a similar distribution agreement with Geest for the U.K. market.

KIWIFRUIT HAS PROMOTIONAL CLOUT

Compared to the promotional money available for exports of other horticultural commodities,

kiwifruit has the lion's share. The KMB spent NZ\$31.9 million (U.S.\$17 million) during 1992/93, up 15 percent over the previous year. This reflects initiatives to target new markets and boost demand in less developed markets. This shift is in part attributed to increased pressure from competitors in more mature markets. In established markets the focus has moved from generic consumer advertising to branded promotion at the point of sale. The KMB promotional efforts are orchestrated through offices in Belgium, Japan, and Canada.

**NEW ZEALAND: Kiwifruit Marketing Board
(NZ\$ million)**

| | 1990/91 | 1991/92 | 1992/93 |
|----------------------|---------|---------|---------|
| Promotional Spending | 30.0 | 27.7 | 31.9 |
| FOB Export Revenue | 437.7 | 506.1 | 370.0 |

Source: New Zealand KMB; New Zealand Dept of Statistics as reported in NZ4008.

U.S. COMPETITION IN ASIAN MARKETS

Asian markets accounted for about 56 percent of U.S. kiwifruit export volume in 1993. In percentage terms, Asia's share of the composition of U.S. exports is about twice that of New Zealand. However, in absolute terms New Zealand ships slightly over 10 times the volume of kiwifruit to Asian markets.

**KIWIFRUIT: Exports to Asian Markets
(Calendar Years; Metric Tons)**

| | 1991 | 1992 | 1993 |
|---------------|--------|--------|--------|
| JAPAN | | | |
| New Zealand | 43,340 | 49,820 | 44,238 |
| United States | 18 | 1,522 | 244 |
| HONG KONG | | | |
| New Zealand | 1,217 | 1,512 | 1,458 |
| United States | 301 | 157 | 262 |
| TAIWAN | | | |
| New Zealand | 2,262 | 4,212 | 3,902 |
| United States | 936 | 1,688 | 3,411 |
| KOREA | | | |
| New Zealand | 1,334 | 2,210 | 2,231 |
| United States | 449 | 437 | 988 |
| SINGAPORE | | | |
| New Zealand | 532 | 678 | 611 |
| United States | 88 | 49 | 25 |
| TOTAL | | | |
| New Zealand | 48,685 | 58,432 | 52,440 |
| United States | 1,792 | 3,853 | 4,930 |

Source: U.S. Census Bureau data; New Zealand Dept of Statistics in NZ4004.

California and the California Kiwifruit Commission (CKC) Account for all U.S. Kiwifruit Exports

The CKC has re-built the Taiwanese market in the face of increasing competition. New Zealand is a strong competitor of California due to its reputation of delivering only high quality fruit and increasing promotional activities. In addition, New Zealand uses a flexible pricing strategy, whereby kiwifruit prices are adjusted downward as soon as U.S. product arrives in the market. Moreover, improved storage capability and an abundance of fresh fruit have enabled New Zealand exporters to extend their season. This results in overlapping seasons and increased competition with U.S. kiwifruit in that market.

APPLE & PEAR MARKETING BOARD (APMB) NO LONGER CONTROLS IMPORTS

The APMB operates as the sole authorized seller of New Zealand apples and pears to export markets. Partial deregulation of the APMB has occurred, with control over imports and the domestic market ending as of January 1, 1994. There has been considerable interest from large-scale producers in breaking the APMB's monopoly on exports. One company has unsuccessfully petitioned the APMB for permission to ship 500,000 cartons of apples to overseas markets. The same company has explored the possibility of shipping trial containers of its apples to test markets, an action which has yet to be approved by the board. Attempts such as these will possibly lead to a loosening of the APMB's control over exports in coming seasons.

Exports Crucial for Healthy Apple and Pear Industries

The following table shows that New Zealand has exported on average about 53 percent of commercial apple production, and 24 percent of commercial pear production over the past three seasons. This export ratio is rather high compared with other suppliers. For example, the average composition of exports to commercial production for selected world apple suppliers in 1992/93 was about 12 percent. This indicates the relative importance of export market development for New Zealand's fruit industry.

As stated above, there is little scope for large gains in domestic consumption, as New Zealand already has one of the higher per capita rates in the world.

NEW ZEALAND: Apple & Pear Production and Trade (Marketing Years; Metric Tons)

| | 1991/92 | 1992/93 | 1993/94 |
|------------------------|---------|---------|---------|
| APPLE | | | |
| Production, Total | 443,400 | 488,765 | 497,150 |
| Production, Commercial | 394,013 | 438,765 | 442,150 |
| Exports | 208,107 | 231,916 | 240,500 |
| Imports | 352 | 853 | 2,000 |
| PEAR | | | |
| Production, Total | 17,619 | 18,451 | 18,510 |
| Production, Commercial | 11,618 | 11,951 | 12,010 |
| Exports | 2,424 | 2,812 | 2,868 |
| Imports | 279 | 691 | 1,000 |

Source: USDA/FAS publication FHORT 3-94.

Note: New Zealand fruit in 1993/94 year are harvested in 1994.

New Zealand's major apple markets are the United States and EU countries. Promotional efforts focus on participation in trade fairs and trade publications. Television advertising was used in the U.K. market for the first time in 1992/93. The Board recently launched a full media strategy promoting the "ENZA" brand of apples. This branding effort emphasizes New Zealand's distinctive mix of available varieties, as well as quality characteristics and trade servicing.

COMPETITIVE OUTLOOK

Prospects for exports in 1993/94 and beyond are improved as tree removals have enhanced the mix of varieties marketed by the APMB. Replanting efforts have focused on varieties (e.g., Royal Gala, Braeburn, Fuji, and Fiesta) that show promise in export markets. The APMB is committed to providing new varieties to meet the evolving taste preferences of export markets.

Asian markets accounted for only about 10 percent of New Zealand's export volume in 1992/93. However, the APMB aims to expand Asia's share in Japan. New Zealand growers have recently completed the lengthy certification process necessary for access to the Japanese

market, and have begun shipments. Access has been gained for six apple varieties; the first shipment was of Royal Gala. This certification process is not unlike the one under way in Washington state.

The Board buys the entire crop from export growers, and packs, stores, and markets both fresh fruit and juice extracted from lower-grade fruit. Sufficient profits are retained to fund Board operating expenses and maintain capital reserves; the balance is distributed to growers.

**NEW ZEALAND: Exports of Apples
(Local Marketing Years; Metric Tons)**

| Market | 1991/92 | 1992/93 |
|--------------------|----------------|----------------|
| United Kingdom | 54,653 | 55,261 |
| Other EU Countries | 83,828 | 92,042 |
| United States | 34,898 | 33,072 |
| Singapore | 6,634 | 8,637 |
| Hong Kong | 3,048 | 6,655 |
| Malaysia | 3,908 | 4,480 |
| Sweden | 8,177 | 5,987 |
| Russia | 0 | 2,424 |
| Mexico | 77 | 2,395 |
| Others | 8,066 | 15,261 |
| TOTAL | 203,213 | 223,817 |

Source: New Zealand Depart of Statistics as reported in NZ4001. Local marketing year is June/May.

The APMB's expenditure on promotion and advertising is conservatively estimated at about NZ\$9.0 million (U.S.\$3.8.8 million) for both domestic and export markets. This figure does not include funding from the Board's clients in foreign markets, which in some cases match those allocated by the APMB. The Board maintains overseas offices in the United Kingdom, Belgium, Germany, Canada, and Australia (Melbourne and Sydney). The table below shows that New Zealand's APMB has enjoyed a high rate of return on investment in export promotion, although volume increases have also contributed.

**NEW ZEALAND: APMB Promotional Budget
(NZ\$ million)**

| | 1990/91 | 1991/92 | 1992/93 |
|----------------------|---------|---------|---------|
| Promotional Spending | 8.0 | 8.5 | 9.0 |
| FOB Export Revenue | 297.3 | 325.9 | 340.8 |

Source: FAS/Wellington estimates; N.Z. Dept. of Statistics.

HEA CONTRACTS WITH PRODUCER GROUPS

New Zealand's Horticultural Export Authority (HEA) was established in 1987 to assist in the external marketing of horticultural products. Prior to FY'93, the HEA received small amounts of government subvention (see table above). Since last year the government stopped direct financial assistance to the HEA, although some trade promotion money is reportedly being diverted from TRADENZ for individual activities. However, the majority of budget for HEA administration and promotional efforts is derived from funds contributed by the commodity groups with which the HEA has contracts.

HEA research and promotion focus on Japan and other Asian markets

The HEA has expanded its commodity coverage and budget for market promotions. HEA currently is spending about NZ\$1.0 million (U.S.\$531,000) annually on these activities, most of which are directed toward expanding markets in Japan and other Asian countries. Despite the focus on Asia, there remains some promotional activity in Australia, New Zealand's traditional market for horticultural products.

Among the many commodity groups contracting with the HEA are those representing squash, apricots, cherries, nectarines, persimmons, avocados, and specialty vegetable crops for the Japanese market. Approximately half (U.S.\$160,000) of HEA's total promotional budget has been allocated for research into Japanese consumer and trade perceptions about New Zealand as a preferred supplier of squash. This information will be used to develop a marketing strategy to expand the already lucrative NZ\$60 million (U.S.\$32 million) squash market. The second largest HEA promotional effort in 1994 is for persimmons (U.S.\$53,000), aimed mainly at Singapore, Malaysia, and Japan. The table below shows the returns to promotional activities in terms of the value of exports for targeted commodities.

NEW ZEALAND: Horticultural Export Authority (NZ\$ million)

| | 1990/91 | 1991/92 | 1992/93 |
|----------------------|---------|---------|---------|
| Promotional Spending | 0.2 | 0.8 | 1.0 |
| FOB Export Revenue | 62.6 | 89.0 | 81.5 |

Source: HEA, New Zealand Dept. of Statistics as reported in FAS/Wellington NZ4008.

NEW ZEALAND'S WINE SPILLS INTO EXPORT MARKETS

New Zealand's wine industry has made great strides in the past decade, moving from protected domestic producer to active player in export markets. Wine exports have risen steadily since 1984 from less than 1.0 million liters to 7.1 million liters, valued at U.S.\$18.5 million. The New Zealand Wine Institute's goal for the end of the century is to increase production, expand domestic demand, and boost export value to U.S.\$54 million. Its wines are renowned for consistently high quality in recent

early 1980s led to plantings that encouraged volume rather than quality of wine and contributed to burdensome stocks. This changed in 1984, as tax breaks were phased out and imports were liberalized. Furthermore, a government vine-pulling program was implemented to address the problem of low-quality vines. Collectively, these actions have helped to improve the long-term health of the New Zealand wine industry. This policy also opened the domestic market to competition and has forced local vintners to look for export markets.

Domestic Consumption Forecast to Rise

The following table provides industry estimates of domestic wine consumption in 1992, with a forecast for the year 2000. According to industry projections, per capita consumption is anticipated to increase from 15.4 liters to 17.5 liters by the end of the century.

NEW ZEALAND: Wine Consumption (Million Liters)

| | 1992 | 2000 |
|-------------------|------|------|
| Domestic Wine | 44.0 | 52.5 |
| Imported Wines | 8.4 | 9.0 |
| Total Consumption | 52.4 | 61.5 |

Source: Wine Institute of New Zealand, Inc.

Investment is Lacking

Investment in the wine industry has been sluggish in the 1990s. The table below shows that the area in bearing vines increased steadily while total area planted remained static. Industry reports suggest that for the last half of the 1990s, the increase in producing area will not likely exceed six to seven hectares annually. Thus, further increases in production are likely to be limited for the balance of the century. Current indications are that the industry will be about 2,000 hectares short of the optimum area needed to meet New Zealand's export potential by the year 2000. An investment of an estimated NZ\$72 million (U.S.\$38.3 million) would be needed to expand to the "optimal" area.



years. The task now is to encourage investment in planting vineyards and to sustain successes in promoting wine exports.

Formerly: Heavy Protection; Few Exports

New Zealand's wine industry developed within a heavily regulated economy. Wine was targeted almost exclusively for the protected domestic market and exports were not considered a priority. Tax incentives of the late 1970s and

One reason cited for the lack of investment in wine is the high excise tax, currently about 45.8 percent, on average. Competition from imports has ended the practice of cost-plus pricing that held sway in the years before deregulation. The price pressure on wineries is reportedly transferred to the grape grower. Although excise taxes are not assessed on exports, the wine industry in New Zealand is still primarily focused on the domestic market. About 85 percent of production is consumed locally. The industry is reportedly seeking an excise regime which reflects the reality of a deregulated economy.

Another reason for investment reluctance is the potential risk coming from health concerns. There has been some discussion in recent years of additional taxation of alcoholic beverages as a means of curbing consumption and generating revenues for health care.

NEW ZEALAND: Wine Industry Statistics (Hectares; Metric Tons; Million Liters)

| | 1990 | 1991 | 1992 |
|----------------------|--------|--------|--------|
| Total Vine Area | 6,000 | 6,000 | 6,000 |
| Bearing Area | 4,873 | 5,400 | 5,800 |
| Tons Crushed | 70,265 | 65,708 | 55,500 |
| Total Production | 54.5 | 49.9 | 41.6 |
| Domestic Sales | 39.2 | 41.1 | 44.0 |
| Stocks:Sales Ratio | 1.73:1 | 1.65:1 | 1.28:1 |
| Export Volume | 4.0 | 5.6 | 7.1 |
| Export Value (NZ\$m) | 18.4 | 25.3 | 34.7 |

Source: Wine Institute of New Zealand, Inc., "Annual Report 1992".

Image of Quality

The improved image of New Zealand wine in recent years has paralleled its success in international competitions. Especially noteworthy are its Sauvignon Blanc and Chardonnay wines, although strides have been made in Pinot Noirs and Cabernet Sauvignons, and in Cabernet/Merlot blends. The composition of exports in 1992 was: white wines, 81 percent; red wines, 13 percent; sparkling wines, 5 percent; and fortified wines, 1 percent. More than 30 countries import New Zealand wines, some of which are listed in the table below.

NEW ZEALAND: Wine Exports (Marketing Years; Million Liters)

| Market | 1989 | 1990 | 1991 | 1992 |
|----------------|------|------|------|------|
| United Kingdom | 1.06 | 1.19 | 2.18 | 3.63 |
| Sweden | 0.15 | 1.06 | 0.92 | 0.88 |
| Finland | -- | -- | -- | 0.67 |
| Australia | 0.88 | 0.74 | 0.72 | 0.66 |
| Japan | 0.37 | 0.64 | 1.22 | 0.55 |
| Canada | 0.10 | 0.10 | 0.14 | 0.16 |
| Ireland | -- | -- | -- | 0.13 |
| United States | 0.06 | 0.13 | 0.15 | 0.11 |
| Cook Islands | 0.02 | 0.02 | 0.01 | 0.02 |
| Others | 0.06 | 0.12 | 0.26 | 0.28 |
| TOTAL | 2.70 | 4.00 | 5.60 | 7.10 |

Source: New Zealand Wine Institute, Inc.

GOVERNMENT ASSISTANCE TO WINE EXPORTS

Export promotional funds for wine from the government are available through TRADENZ, which had a total budget for all commodities of NZ\$6.1 million (U.S.\$3.2 million) in 1992/93. Other funding is available through direct contributions of wineries. The New Zealand Wine Institute also works in conjunction with TRADENZ on promotional efforts, such as sponsoring the 1992 visit to New Zealand of the Liquor Control Boards from British Columbia, Ontario, and Quebec. The Institute also prepares promotional publications for distribution to consumers through wineries and supermarkets.

The Competitive Edge: Export Quality and Labeling Guarantees

In its recommendations for the year 2000, the wine industry proposed introducing rules governing the integrity of wine labels as well as the quality of product. These two reforms are considered central to the country's long-term ability to market its wines overseas. Labels would guarantee the origin of New Zealand wine, and would be designed to conform with international standards. Regulations governing quality of wine are to be upgraded to meet standards for wine of assured quality. New Zealand's current export certification system would be expanded to ensure compliance with import regulations of destination markets.

(For further information on supply, distribution, and trade, contact Ross Kreamer, 202-720-9903. For information on production, contact Kelly Kirby at 202-720-6791.)

U.S. HORTICULTURAL TRADE WITH CARRIBEAN BASIN INITIATIVE BENEFICIARY COUNTRIES INCREASES AGAIN IN 1993

U.S. imports of horticultural products from Caribbean Basin Initiative (CBI) countries in 1993 increased 2 percent to a record \$880 million. Cantaloupes, pineapples, and ornamental products were the leading items, other than bananas, which is the largest import item. Moreover, U.S. exports of horticultural products to CBI countries reached a record \$260 million in 1993, mainly fresh and processed vegetables, fresh fruits, and fruit juices. Improved living standards and increased health consciousness among Caribbean and Central America consumers are among the reasons for larger U.S. exports to these countries. Strong emphasis on production and exports of fruit and vegetables, and market liberalization in CBI countries, combined with increased promotion efforts by U.S. firms, make the future bright for U.S. horticultural trade with CBI countries.

Summary

U.S. imports of horticultural products from Caribbean Basin Initiative (CBI) countries in 1993 increased 2 percent to \$880 million. Cantaloupes, pineapples, and live plants were the most important items, other than bananas and plantains, which enjoyed duty-free access into the United States before the CBI was implemented. Costa Rica, Guatemala, and Dominican Republic are the largest CBI traders, accounting for about 73 percent of total U.S. horticultural product imports from CBI countries in 1993.

On the other hand, U.S. exports of horticultural products to CBI beneficiaries in 1993 reached a record \$260 million, 21 percent above shipments in 1992. Fresh and processed vegetables, fresh fruits, and fruit juices are the leading U.S. horticultural products destined for CBI countries. The Bahamas is by far the largest importer of U.S. horticultural products, accounting for \$83 million in 1993.

On January 1, 1994 NAFTA's Schedule "A" tariff cuts were implemented. Under this schedule, tariffs were eliminated for many horticultural product imports from Mexico. Among the more significant horticultural products from CBI countries that will likely be

affected by increased competition from Mexico because of the tariff cuts are: cantaloupes (December only), pineapples, ornamental products, fresh peas, papayas, and mangoes.

The Caribbean Basin Economic Recovery Expansion Act

The Caribbean Basin Economic Recovery Expansion Act was signed into law on August 20, 1990, making permanent the Caribbean Basin Initiative (CBI). The program grants duty-free treatment to all imports, except textiles and apparel, leather goods, footwear, petroleum products, canned tuna, watches and watch parts from 24 countries in the Caribbean and Central America. Caribbean Basin Initiative beneficiaries are: Antigua and Barbuda, Aruba, Bahamas, Barbados, Belize, Costa Rica, Dominica, Dominican Republic, El Salvador, Grenada, Guatemala, Guyana, Haiti, Honduras, Jamaica, Monserrat, Netherlands Antilles, Nicaragua, Panama, Saint Christopher and Nevis, Saint Lucia, Saint Vincent and the Grenadines, Trinidad and Tobago, and the British Virgin Islands.

Many products from CBI beneficiary countries already had duty-free treatment under the previously existing Generalized System of

Preferences (GSP), or because of zero Most Favored Nation (MFN) tariffs. In this article, these commodities are called "Not Dutiable." Products that had duties prior to enactment of the CBI are described here as "Dutiable." Dutiable items are divided into two categories; "Fast Track" and "Non-Fast Track." Fast Track products are certain perishable items that are given duty-free treatment by CBI, but can have duty-free treatment removed if increased imports are proven to have a substantial negative impact on the U.S. domestic industry. Non-Fast Track commodities are all other products that were previously dutiable and for these items, duty-free status cannot be removed. To date, the Fast Track procedure has never been used to remove duty-free treatment.

U.S. Imports

In 1993, total U.S. imports of Fast Track and Non-Fast Track items decreased 7 percent to \$109 million, due primarily to a sharp decrease in the import value of frozen concentrated orange juice (FCOJ), and processed pineapple. Ample supplies of FCOJ in the United States and Brazil, and increased production of canned pineapple in Thailand and the Philippines, pushed down international prices for these commodities in 1993. On the other hand, Not Dutiable imports reached a record \$250 million in 1993, with cantaloupes, mangoes, and frozen peas accounting for the largest increases.

For Fast Track products, pineapples continued to be the top import product in 1993 at \$43 million, up slightly from 1992. Most U.S. imports of pineapples are from Costa Rica and Honduras. FCOJ is the second largest import item, although decreasing almost 50 percent in 1993 to \$12 million due to abundant supplies in the United States and Brazil. Belize and the Dominican Republic provided most of the FCOJ imported into the United States from CBI countries in 1993.

For Non-Fast Track commodities, the two categories registering the largest decreases in import value in 1993 were processed peas and processed pineapples, down 90 and 35 percent, respectively. Decreased production of processed peas in the Dominican Republic was the reason for reduced shipments of this product to the United States in 1993. On the other hand,

production of canned pineapple increased in Thailand and the Philippines, which reduced export prices in 1993.

Total U.S. imports of Non-Dutiable products, other than bananas and plantains, increased 11 percent to \$250 million in 1993. Fresh cantaloupe was again the largest import item totaling \$48 million, up 30 percent from 1993. Other Non-Dutiable products showing increases included live plants, cut flowers, yams, cassava, papayas, winter melon, mangoes, and frozen peas. In 1993, fresh bananas continued to be the single largest U.S. horticultural import commodity from CBI countries, valued at \$517 million.

Major Suppliers

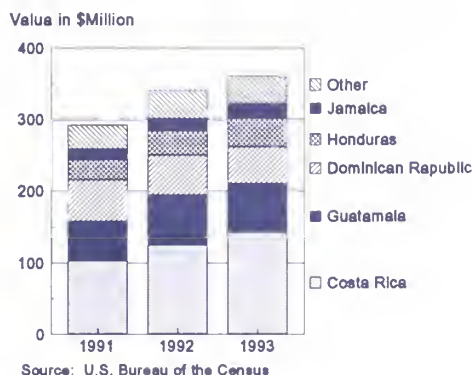
Costa Rica continues to be the largest CBI beneficiary, accounting for 40 percent of horticultural trade in products other than fresh bananas and plantains in 1993. U.S. imports of horticultural products from Costa Rica increased 15 percent to \$143 million in 1993. Pineapple, pineapple juice, cantaloupe, FCOJ, and cut flowers were the major commodities exported to the United States in 1993 in addition to bananas, which is Costa Rica's largest export product. Pineapples, which are mainly exported to the United States and Europe, account for about 20 percent of Costa Rica's total export value of non-traditional products. Other important non-traditional export products are ornamental plants, foliage and flowers, and melons.

Guatemala, the second largest CBI supplier, reduced exports of horticultural products (other than bananas and plantains) to the United States by 3 percent in 1993 to \$67 million. Major Guatemalan commodities exported to the United States included frozen broccoli, macadamias, cantaloupes, and fresh peas. The fruit and vegetable industries in Guatemala have continued expanding and have become far more organized and accustomed to U.S. regulations and market requirements over the past six years.

Agriculture is the principal economic activity in Guatemala, accounting for about 25 percent of Gross National Product (GNP), 75 percent of total export earnings, and 60 percent of employment. The agricultural sector continues to be dominated by traditional export crops,

Costa Rica, Guatemala, and the Dominican Republic were the Largest CBI Suppliers of Hort. Products to the United States In 1993

(all horticultural products other than bananas and plantains)



especially coffee, sugar, and bananas.

Dominican Republic reduced exports of horticultural products to the United States for the second consecutive year. In 1993, total horticultural trade, other than bananas and plantains, decreased 7 percent to \$52 million. The decrease in U.S. imports from Dominican Republic was mainly the result of reduced supplies of pineapple, avocados, oranges, processed peas, and FCOJ. Pineapple is the Dominican Republic's major horticultural export to the United States, totaling \$4 million in 1993, 33 percent below 1992 shipments.

Agriculture accounts for about 15 percent of the Dominican Republic's total GNP, approximately 50 percent of total commercial exports, and directly employs around 11 percent of the labor force. Emphasis is being given to increased domestic production of fruit and vegetables (non-traditional agricultural products) for export. The commodities getting the most attention are oranges, grapefruit, tropical fruits, tomatoes and melons.

Honduras' exports of horticultural products (other than bananas and plantains) to the United States increased 18 percent to \$40 million in 1993. Pineapple, FCOJ, cantaloupes, and frozen bananas were the major items exported, keeping Honduras the fourth largest CBI supplier. Pineapples and melons are the largest Honduran

non-traditional fruit export. On the other hand, the value of Honduran shipments of bananas to the United States has decreased in the last four years from \$141 million in 1990 to \$105 million in 1993. Labor disputes and outbreaks of sigatoka disease have affected Honduran banana production and subsequently exports.

Agriculture has traditionally played a dominant role in Honduran economic activity, accounting for about 25 percent of the country's GDP. This contribution is roughly double that of the manufacturing and commercial sectors. Agricultural operations also provide employment for nearly half of the country's work force and generate about 75 percent of export earnings. One of the major problems with Honduran agriculture continues to be its over dependency on its traditional sector, particularly on exports of bananas and coffee. However, some progress have been made in the non-traditional sectors, mainly in the pineapple and melon industries.

In 1993, **Jamaica** displaced Belize as the fifth largest CBI supplier. Shipments of horticultural products from Jamaica, excluding bananas and plantains, to the United States reached \$20 million in 1993, up 18 percent from the previous year's shipments. A sharp increase in yams and papaya is the major reason for larger exports. Other commodities of importance included FCOJ and oranges.

Agriculture is one of three pillar industries in the Jamaican economy, the other two being tourism and mining (bauxite). Though it contributes only 8 to 10 percent to GDP, it employs about 23 percent of the labor force. The steady improvement in agricultural production, which began in 1990, continued through 1993. The positive performance can be attributed to a number of factors including increased export trade, improvements in cultivation practices, and favorable weather conditions.

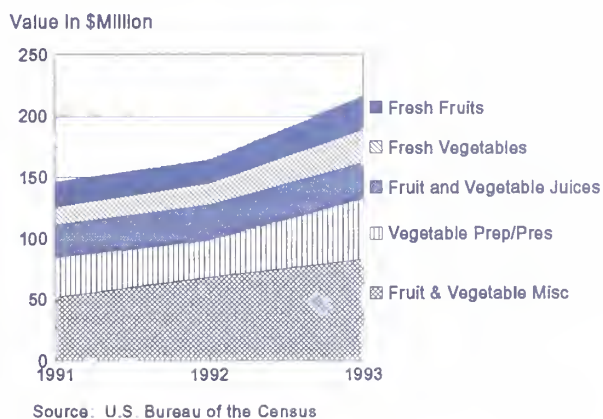
U.S. Exports

U.S. exports of horticultural products to CBI beneficiaries in 1993 reached a record \$260 million, 21 percent above shipments in 1992. The largest increases occurred in the Bahamas, Costa Rica, Dominican Republic, Guatemala, Honduras, Panama, and Guyana. Together, these countries accounted for almost 70 percent of total U.S. exports of horticultural commodities to the Caribbean region in 1993. Fresh and processed vegetables, fresh fruits, and fruit juices are the leading U.S. horticultural products

destined to CBI countries. During the last five years, in addition to the CBI program, which in part has improved economies in the Caribbean and Central American countries, market liberalization in the region and increased marketing promotion activities by exporter firms, have made CBI countries able to import more from the United States.

U.S. exports of fresh vegetables to CBI countries have been increasing steadily in the last 5 years from \$11 million in 1989 to \$27 million in 1993. The leading market for U.S. vegetables among CBI countries is the Bahamas, accounting for more than 60 percent. Shipments of fruit juices to CBI beneficiary countries have also expanded steadily in the last five years. U.S. exports of juices to CBI countries have increased from \$23 million in 1989 to \$29 million in 1993. Top CBI markets for U.S. fruit juices are the Bahamas, Panama, Honduras, the Netherlands Antilles, and Costa Rica, which together accounted for about \$21 million of imports in 1993. The bulk of U.S. fruit juice exports to CBI countries include orange, apple, and grape juice.

Fresh and Processed Vegetables, Fruit Juices, and Fresh Fruits were the leading U.S. Hort. Products Destined for CBI Countries in 1993



Improved living standards and increased health consciousness among Caribbean and Central American consumers, are among the reasons for larger U.S. exports to these countries. Also, U.S. firms have been aggressively promoting their product quality directly to consumers and leading buyers. In addition, market promotion

efforts have been directed to the 1 million tourists in the Caribbean, arriving annually from the United States. Reduced import tariffs and elimination of many non-tariff barriers have also increased U.S. wine and fruit shipments to this region.

The Bahamas is by far the largest importer of U.S. horticultural products, accounting for \$83 million in 1993. The Bahamas is followed by Panama (\$33 million), the Netherlands Antilles (\$22 million), Dominican Republic (\$19 million), and Costa Rica (\$17 million). Shipments of U.S. horticultural products to the Caribbean and the Central America region are expected to continue to increase in the coming years, because of overall liberalization of trade policies and more market promotion from U.S. firms.

NAFTA Implications on CBI Countries

The recent implementation of NAFTA, which will eliminate all tariff restrictions for Mexican products entering the United States by the year 2008, will create more competition for horticultural product imports from CBI countries.

On January 1, 1994 NAFTA's Schedule "A" tariff cuts were implemented. Under this schedule, tariffs were eliminated for many Mexican horticultural products that already enjoy duty-free treatment under CBI. Among the more significant horticultural products from CBI countries that will likely be affected by these tariff cuts are cantaloupes (December only), pineapples, ornamental products, fresh peas, papayas, and mangoes (September 1 to May 31 only).

In Schedule "B", items will have their tariffs phased out over the next 5 years, and will be completely eliminated on January 1, 1998. Among the more significant U.S. horticultural product imports from CBI countries to be affected by these tariff cuts are mangoes (June 1 to August 31 on only), tomatoes (July 15 to August 31 only), and frozen broccoli.

For certain Schedule "C" items, such as FCOJ, duties will be completely eliminated by January 1, 2008.

(Samuel Rosa, 202-720-9792)

**TABLE 1. U.S. IMPORTS OF HORTICULTURAL PRODUCTS FROM
CARIBBEAN BASIN INITIATIVE BENEFICIARY COUNTRIES
1991 to 1993**
(Quantity in Metric Tons and Value in \$1,000)

| Product | 1991 | | 1992 | | 1993 | | Top Ranking Suppliers |
|---------------------------------------|-----------|---------|-----------|---------|-----------|---------|---------------------------|
| | Quantity | Value | Quantity | Value | Quantity | Value | |
| <u>Dutiable Fast Track</u> | | | | | | | |
| Pineapple | 108,308 | 38,581 | 114,978 | 42,225 | 116,165 | 42,911 | Costa Rica, Honduras |
| FCOJ 1/ | 5,305 | 6,180 | 18,595 | 23,022 | 16,238 | 11,827 | Belize, Dom. Republic |
| Roses | N/A | 4,534 | N/A | 5,992 | N/A | 5,750 | Guatemala, Costa Rica |
| Avocados | 2,510 | 1,039 | 7,133 | 2,818 | 5,958 | 2,584 | Dom.Republic,Bahamas |
| Grapfrt Juice 1/ 2/ | 916 | 989 | 1,447 | 1,895 | 975 | 1,236 | Belize, Honduras |
| Grapefruit | 7,693 | 770 | 10,519 | 906 | 11,750 | 1,140 | Bahamas, Dom. Republic |
| Oranges | 4,294 | 1,168 | 4,660 | 1,083 | 2,982 | 827 | Dom. Republic, Jamaica |
| Lemons | 7,336 | 551 | 2,456 | 200 | 903 | 89 | Bahamas, Guatemala |
| Other | N/A | 10,051 | N/A | 5,855 | N/A | 9,856 | |
| Subtotal | N/A | 63,863 | N/A | 83,996 | N/A | 76,220 | |
| <u>Dutiable Non-Fast Track</u> | | | | | | | |
| Frozen Brocoli | 10,418 | 7,063 | 14,731 | 10,990 | 17,101 | 11,020 | Guatemala |
| Pineapple Juice 1/ | 8,117 | 8,319 | 4,353 | 6,346 | 5,280 | 6,342 | Dom. Republic,CostaRica |
| Macadamia Nuts | 369 | 2,421 | 441 | 3,126 | 397 | 3,031 | Costa Rica, Guatemala |
| Processed Pineapple | 997 | 992 | 1,377 | 1,364 | 1,729 | 887 | Costa Rica, Honduras |
| Frzn Cauliflower | 329 | 244 | 783 | 557 | 1,362 | 884 | Guatemala |
| Prepared Papaya | 324 | 227 | 594 | 478 | 732 | 530 | Dom. Republic, Costa Rica |
| Peas Prep/Frzn 2/ | 408 | 897 | 352 | 824 | 42 | 74 | Dom. Republic |
| Tomate Paste 2/ | 17 | 10 | 1 | 3 | 0 | 0 | |
| Other | N/A | 8,310 | N/A | 9,018 | N/A | 10,355 | |
| Subtotal | N/A | 28,483 | N/A | 32,706 | N/A | 33,123 | |
| <u>Not Dutiable 3/</u> | | | | | | | |
| Fresh Bananas | 1,434,587 | 443,139 | 1,785,219 | 521,360 | 1,804,369 | 517,045 | Costa Rica, Guatemala |
| Cantaloupe | 90,983 | 28,628 | 115,504 | 37,153 | 134,975 | 47,568 | Costa Rica, Honduras |
| Live Plants | N/A | 12,443 | N/A | 13,672 | N/A | 15,018 | Costa Rica, Guatemala |
| Cut Flowers | N/A | 11,873 | N/A | 12,039 | N/A | 13,312 | Costa Rica, Dom. Republic |
| Yams | 10,098 | 8,276 | 16,979 | 8,845 | 17,433 | 10,566 | Jamaica, Costa Rica |
| Cassava 2/ | 15,891 | 5,797 | 21,474 | 7,049 | 21,263 | 8,379 | Costa Rica, Dom. Republic |
| Fresh Peas | 11,236 | 8,951 | 10,395 | 7,362 | 9,081 | 6,451 | Guatemala |
| Frz Banans/Plantn | 5,704 | 3,112 | 7,918 | 4,904 | 5,318 | 3,593 | Costa Rica, Honduras |
| Fresh Papayas | 1,951 | 1,800 | 2,015 | 1,789 | 4,422 | 3,487 | Jamaica, Belize |
| Fresh Plantains | 4,983 | 1,865 | 5,918 | 2,201 | 7,892 | 3,085 | Costa Rica, Honduras |
| Foliage | N/A | 1,284 | N/A | 1,742 | N/A | 2,842 | Costa Rica, Guatemala |
| Winter Melon | 2,910 | 643 | 11,499 | 2,577 | 10,519 | 2,819 | Costa Rica, Honduras |
| Guavas, Mangoes | 4,829 | 3,700 | 305 | 169 | 4,986 | 2,749 | Haiti, Guatemala |
| Frozen Okra | 3,802 | 2,264 | 5,312 | 3,197 | 4,986 | 2,534 | Guatemala, El Salvador |
| Coconut | 12,055 | 2,509 | 11,243 | 2,261 | 11,277 | 2,327 | Dom. Republic, Costa Rica |
| Frozen Peas | 916 | 1,228 | 166 | 240 | 899 | 1,245 | Guatemala, El Salvador |
| Fresh Okra | 40 | 34 | 46 | 27 | 42 | 15 | Guatemala, Honduras |
| Fresh Radishes | 0 | 0 | 0 | 0 | 13 | 6 | Guatemala |
| Fresh Garlic | 212 | 116 | 323 | 320 | 0 | 0 | |
| Other | N/A | 107,277 | N/A | 122,400 | N/A | 124,233 | |
| Subtotal | N/A | 644,940 | N/A | 749,304 | N/A | 770,349 | |
| Total | N/A | 737,286 | N/A | 866,006 | N/A | 879,692 | |

1/ Quantity in thousand gallons

2/ Due to the introduction of the Harmonized Tariff Schedule in 1989, and to revised data beginning in 1990, these commodities do not have accurate comparable figures for data prior to 1990.

3/ GSP items plus MFN duty-free items.

Note 1: N/A = not available

Note 2: Totals quantities are not included because of different units used.

Note 3: Totals may not add due to rounding.

**TABLE 2. U.S. IMPORTS OF HORTICULTURAL PRODUCTS EXCLUDING FRESH BANANAS AND PLANTAINS
FROM CARIBBEAN BASIN INITIATIVE BENEFICIARY COUNTRIES**
(Value in \$1,000, Calendar Year)

| Country | 1983 1/ | 1990 | 1991 | 1992 | 1993 | Major Commodities 1993 |
|--------------------|---------|--------|---------|---------|---------|--|
| Costa Rica | 12,544 | 98,022 | 103,317 | 124,535 | 142,643 | |
| CBI Dutiable | 1,476 | 41,591 | 36,391 | 40,381 | 43,056 | Pineapple, Pineapple Juice, FCOJ |
| CBI Other | 11,068 | 56,431 | 66,926 | 84,154 | 99,587 | Cantaloupe, Cut Flowers, Live Plants |
| Guatemala | 14,563 | 45,946 | 55,103 | 68,878 | 66,675 | |
| CBI Dutiable | 6,229 | 8,328 | 16,762 | 23,445 | 25,909 | Frozen Broccoli, Raspberries, Macadamia Nuts |
| CBI Other | 8,334 | 37,618 | 38,341 | 45,433 | 40,766 | Cantaloupe, Fresh Peas, Live Plants |
| Dominican Republic | 33,836 | 51,472 | 57,519 | 56,266 | 51,967 | |
| CBI Dutiable | 6,338 | 16,203 | 16,724 | 18,072 | 14,597 | Pineapple, Pineapple Juice, Avocados |
| CBI Other | 26,898 | 35,269 | 40,795 | 38,194 | 37,370 | Coconut, Cut Flowers, Cantaloupe |
| Honduras | 12,110 | 23,543 | 27,123 | 34,184 | 39,857 | |
| CBI Dutiable | 6,106 | 7,781 | 11,063 | 12,393 | 11,382 | Pineapple, FCOJ |
| CBI Other | 6,004 | 15,762 | 16,060 | 21,791 | 28,475 | Cantaloupe, Frozen Banana/Plantain |
| Jamaica | 6,069 | 17,500 | 15,346 | 16,879 | 19,785 | |
| CBI Dutiable | 231 | 4,215 | 767 | 1,605 | 1,736 | FCOJ, Oranges |
| CBI Other | 5,838 | 13,285 | 14,579 | 15,274 | 18,049 | Yams, Papayas |
| Panama | 991 | 4,906 | 7,320 | 8,125 | 9,848 | |
| CBI Dutiable | 15 | 274 | 52 | 502 | 360 | FCOJ |
| CBI Other | 976 | 4,632 | 7,268 | 7,623 | 9,488 | Cantaloupe, Winter Melon |
| Belize | 448 | 15,979 | 5,182 | 18,087 | 8,969 | |
| CBI Dutiable | 138 | 15,397 | 4,935 | 17,551 | 7,903 | FCOJ, Grapefruit Juice |
| CBI Other | 310 | 582 | 247 | 536 | 1,066 | Papayas, Guavas, Mangoes |
| El Salvador | 1,879 | 4,461 | 6,333 | 6,472 | 6,223 | |
| CBI Dutiable | 961 | 582 | 690 | 695 | 495 | Limes |
| CBI Other | 918 | 3,879 | 5,643 | 5,777 | 5,728 | Winter Melon, Frozen Vegetables |
| Haiti | 4,377 | 5,963 | 7,490 | 261 | 5,533 | |
| CBI Dutiable | 669 | 1,320 | 3,176 | 0 | 1,451 | Citrus Peel |
| CBI Other | 3,708 | 4,643 | 4,314 | 261 | 4,082 | Mangoes, Frozen Mangoes |
| Bahamas, The | 1,230 | 2,455 | 3,180 | 4,674 | 2,936 | |
| CBI Dutiable | 115 | 1,140 | 1,509 | 1,507 | 1,651 | Cucumbers, Grapefruit |
| CBI Other | 1,115 | 1,315 | 1,671 | 3,167 | 1,285 | Winter Melon, Cantaloupe |
| Nicaragua | 92 | 4 | 803 | 1,934 | 2,736 | |
| CBI Dutiable | 43 | 4 | 93 | 152 | 263 | Limes, Onions |
| CBI Other | 49 | 0 | 710 | 1,782 | 2,473 | Winter Melon |
| Trinidad & Tobago | 288 | 822 | 1,393 | 1,460 | 1,510 | |
| CBI Dutiable | 2 | 11 | 136 | 171 | 128 | Fresh Squash, Orange Juice |
| CBI Other | 286 | 811 | 1,257 | 1,289 | 1,382 | Sauces & Preparations, Cut Flowers |
| St. Lucia | 25 | 2 | 910 | 142 | 293 | |
| CBI Dutiable | 0 | 0 | 0 | 109 | 212 | Peppers |
| CBI Other | 25 | 2 | 910 | 33 | 81 | Sauces & Preparations |
| Dominica | 1 | 739 | 302 | 186 | 124 | |
| CBI Dutiable | 0 | 295 | 9 | 0 | 17 | |
| CBI Other | 1 | 444 | 293 | 186 | 107 | Cut Flowers |

**TABLE 2 U.S. IMPORTS OF HORTICULTURAL PRODUCTS, EXCLUDING FRESH BANANAS AND PLANTAINS
FROM CARIBBEAN BASIN INITIATIVE BENEFICIARY COUNTRIES**
(Value in \$1,000, Calendar Year)
(Continued)

| Country | 1983 2/ | 1990 | 1991 | 1992 | 1993 | Major Commodities 1993 |
|-------------------------|---------|---------|---------|---------|---------|------------------------|
| Grenada | 0 | 144 | 207 | 185 | 119 | |
| CBI Dutiable | 0 | 32 | 15 | 36 | 40 | Avocados |
| CBI Other | 0 | 112 | 192 | 149 | 79 | Guavas, Mangoes |
| Monserret | 0 | 17 | 3 | 16 | 114 | |
| CBI Dutiable | 0 | 0 | 0 | 10 | 110 | Frozen Brocoli |
| CBI Other | 0 | 17 | 3 | 6 | 4 | Cut Flowers |
| Berbedos | 22 | 76 | 252 | 33 | 106 | |
| CBI Dutiable | 0 | 6 | 0 | 0 | 0 | |
| CBI Other | 22 | 70 | 252 | 33 | 106 | Sauces & Preparations |
| St. Vincent | 152 | 85 | 166 | 89 | 73 | |
| CBI Dutiable | 0 | 0 | 0 | 64 | 23 | Avocados |
| CBI Other | 152 | 85 | 166 | 25 | 50 | Cut Flowers |
| Netherlands Antilles 2/ | 29 | 34 | 18 | 14 | 23 | |
| CBI Dutiable | 20 | 2 | 0 | 0 | 2 | Wine |
| CBI Other | 9 | 32 | 8 | 14 | 21 | Food Preparations |
| St.Christopher & Nevis | 0 | 22 | 43 | 15 | 17 | |
| CBI Dutiable | 0 | 22 | 24 | 9 | 8 | Grapefruit Juice |
| CBI Other | 0 | 0 | 19 | 6 | 9 | Cut Flowers |
| Guyene | 1 | 12 | 13 | 8 | 9 | |
| CBI Dutiable | 0 | 7 | 0 | 0 | 0 | |
| CBI Other | 1 | 5 | 13 | 8 | 9 | Sauces & Preparations |
| Antigue & Barbuda | 1 | 33 | 249 | 0 | 2 | |
| CBI Dutiable | 0 | 12 | 0 | 0 | 0 | |
| CBI Other | 1 | 21 | 249 | 0 | 2 | |
| British Virgin Island | 0 | 6 | 6 | 5 | 0 | |
| CBI Dutiable | 0 | 0 | 0 | 0 | 0 | |
| CBI Other | 0 | 6 | 6 | 5 | 0 | |
| CBI Beneficiaries | 88,658 | 272,243 | 292,278 | 342,448 | 359,562 | |
| CBI Dutiable | 22,943 | 97,222 | 92,346 | 116,702 | 109,343 | |
| CBI Other | 65,715 | 175,021 | 199,932 | 225,746 | 250,219 | |

1/ Imports prior to enactment of CBERA.

2/ These figures include imports from Aruba, which are negligible.

Note 1: Totals may not add due to rounding. Also, totals may not match those in Table 1, which exclude some products other than bananas and plantains.

**TABLE 3. U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1989-1993 (Value in 1,000)**

| | 1989 | 1990 | 1991 | 1992 | 1993 |
|----------------------------|--------------|--------------|--------------|--------------|--------------|
| ANTIGUA AND BARBUDA | | | | | |
| FRESH CITRUS | 0 | 3 | 0 | 11 | 0 |
| FRESH DECIDUOUS FRUIT | 137 | 41 | 40 | 38 | 8 |
| OTHER FRESH FRUIT | 479 | 105 | 10 | 0 | 0 |
| FRESH MELONS | 0 | 0 | 8 | 0 | 0 |
| PROCESSED FRUIT | 79 | 77 | 36 | 44 | 43 |
| MISC. FRUIT PREPARATIONS | 54 | 172 | 128 | 37 | 101 |
| OLIVES | 0 | 3 | 0 | 0 | 0 |
| DRIED FRUIT | 98 | 15 | 21 | 8 | 37 |
| FRUIT & VEGETABLE JUICE | 791 | 930 | 908 | 1,004 | 926 |
| FRESH VEGIES X POTATOES | 442 | 737 | 486 | 676 | 156 |
| FRESH POTATOES | 82 | 161 | 21 | 11 | 41 |
| VEGETABLES, PREP/PRES | 3,506 | 2,255 | 2,275 | 1,134 | 1,005 |
| FROZEN VEGETABLES | 262 | 610 | 533 | 19 | 117 |
| DRIED/DEHYDRATED VEGETAB | 15 | 6 | 15 | 3 | 3 |
| TREE NUTS | 42 | 89 | 132 | 40 | 0 |
| WINE | 393 | 240 | 308 | 265 | 328 |
| NURSERY PROD X CUT FLOWERS | 56 | 51 | 98 | 42 | 0 |
| CUT FLOWERS | 0 | 0 | 0 | 23 | 0 |
| FRUIT & VEGETABLE MISC | 1,528 | 1,280 | 738 | 745 | 1,960 |
| TOTAL | 7,964 | 6,775 | 5,757 | 4,100 | 4,725 |
| ARUBA | | | | | |
| FRESH CITRUS | 26 | 13 | 71 | 5 | 27 |
| FRESH DECIDUOUS FRUIT | 112 | 60 | 91 | 57 | 50 |
| OTHER FRESH FRUIT | 9 | 4 | 0 | 0 | 0 |
| FROZEN FRUIT | 0 | 13 | 0 | 7 | 12 |
| PROCESSED FRUIT | 109 | 59 | 173 | 144 | 89 |
| MISC. FRUIT PREPARATIONS | 195 | 490 | 439 | 207 | 166 |
| OLIVES | 90 | 27 | 0 | 0 | 0 |
| DRIED FRUIT | 163 | 38 | 38 | 73 | 38 |
| FRUIT & VEGETABLE JUICE | 891 | 1,095 | 1,268 | 2,021 | 1,592 |
| FRESH VEGIES X POTATOES | 142 | 444 | 880 | 785 | 832 |
| FRESH POTATOES | 66 | 12 | 0 | 3 | 9 |
| VEGETABLES, PREP/PRES | 1,620 | 1,673 | 1,663 | 1,374 | 1,527 |
| FROZEN VEGETABLES | 1,045 | 219 | 234 | 156 | 238 |
| DRIED/DEHYDRATED VEGET | 147 | 251 | 43 | 63 | 14 |
| TREE NUTS | 177 | 237 | 224 | 360 | 223 |
| WINE | 218 | 238 | 354 | 309 | 795 |
| NURSERY PROD X CUT FLOWERS | 168 | 181 | 400 | 254 | 110 |

| | | | | | |
|------------------------|--------------|--------------|--------------|--------------|--------------|
| CUT FLOWERS | 30 | 3 | 0 | 56 | 0 |
| FRUIT & VEGETABLE MISC | 1,897 | 2,624 | 3,528 | 3,312 | 3,074 |
| TOTAL | 7,105 | 7,681 | 9,406 | 9,186 | 8,796 |

BAHAMAS, THE

| | | | | | |
|----------------------------|---------------|---------------|---------------|---------------|---------------|
| FRESH CITRUS | 80 | 30 | 23 | 0 | 22 |
| FRESH DECIDUOUS FRUIT | 594 | 527 | 428 | 21 | 100 |
| OTHER FRESH FRUIT | 201 | 87 | 109 | 26 | 83 |
| FRESH MELONS | 32 | 12 | 6 | 26 | 0 |
| FROZEN FRUIT | 0 | 9 | 0 | 0 | 0 |
| PROCESSED FRUIT | 261 | 353 | 256 | 174 | 127 |
| MISC. FRUIT PREPARATIONS | 122 | 623 | 515 | 1,103 | 576 |
| DRIED FRUIT | 292 | 112 | 0 | 24 | 65 |
| FRUIT & VEGETABLE JUICE | 6,162 | 7,075 | 7,052 | 6,366 | 7,191 |
| FRESH VEGIES X POTATOES | 4,643 | 5,915 | 5,731 | 7,488 | 17,839 |
| FRESH POTATOES | 368 | 181 | 200 | 246 | 198 |
| VEGETABLES, PREP/PRES | 6,236 | 4,982 | 7,826 | 9,809 | 23,365 |
| FROZEN VEGETABLES | 6,955 | 7,421 | 4,312 | 6,560 | 378 |
| DRIED/DEHYDRATED VEGETAB | 491 | 573 | 523 | 636 | 1,075 |
| TREE NUTS | 197 | 158 | 203 | 135 | 85 |
| WINE | 1,274 | 1,593 | 1,512 | 1,763 | 2,337 |
| HOPS | 31 | 56 | 61 | 30 | 47 |
| NURSERY PROD X CUT FLOWERS | 1,214 | 1,742 | 847 | 888 | 1,149 |
| CUT FLOWERS | 5 | 14 | 5 | 10 | 14 |
| FRUIT & VEGETABLE MISC | 16,581 | 16,100 | 13,414 | 21,915 | 28,002 |
| TOTAL | 45,739 | 47,563 | 43,023 | 57,220 | 82,653 |

BARBADOS

| | | | | | |
|--------------------------|-------|-----|-----|-------|-----|
| FRESH CITRUS | 36 | 100 | 88 | 45 | 0 |
| FRESH DECIDUOUS FRUIT | 239 | 554 | 443 | 121 | 115 |
| OTHER FRESH FRUIT | 40 | 83 | 22 | 18 | 8 |
| FRESH MELONS | 0 | 12 | 4 | 0 | 0 |
| FROZEN FRUIT | 0 | 0 | 0 | 35 | 0 |
| PROCESSED FRUIT | 53 | 17 | 38 | 24 | 24 |
| MISC. FRUIT PREPARATIONS | 222 | 564 | 276 | 208 | 80 |
| DRIED FRUIT | 198 | 32 | 47 | 9 | 7 |
| FRUIT & VEGETABLE JUICE | 837 | 490 | 979 | 329 | 845 |
| FRESH VEGIES X POTATOES | 173 | 342 | 480 | 126 | 287 |
| FRESH POTATOES | 343 | 139 | 101 | 51 | 177 |
| VEGETABLES, PREP/PRES | 1,409 | 732 | 661 | 1,024 | 569 |
| FROZEN VEGETABLES | 586 | 256 | 242 | 111 | 46 |
| DRIED/DEHYDRATED VEGETAB | 24 | 39 | 21 | 52 | 32 |
| TREE NUTS | 97 | 186 | 136 | 71 | 173 |
| WINE | 366 | 286 | 443 | 359 | 457 |
| HOPS | 8 | 9 | 21 | 0 | 27 |

**TABLE 3. U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1989-1993 (Value in 1,000)**

| | 1989 | 1990 | 1991 | 1992 | 1993 |
|----------------------------|--------------|--------------|--------------|--------------|--------------|
| NURSERY PROD X CUT FLOWERS | 0 | 9 | 4 | 11 | 45 |
| CUT FLOWERS | 0 | 0 | 3 | 0 | 0 |
| FRUIT & VEGETABLE MISC | 2,074 | 2,253 | 1,727 | 765 | 1,599 |
| TOTAL | 6,705 | 6,103 | 5,736 | 3,359 | 4,491 |
| BELIZE | | | | | |
| FRESH CITRUS | 0 | 0 | 15 | 0 | 0 |
| FRESH DECIDUOUS FRUIT | 150 | 179 | 151 | 145 | 170 |
| OTHER FRESH FRUIT | 77 | 0 | 0 | 34 | 26 |
| FROZEN FRUIT | 0 | 4 | 0 | 0 | 0 |
| PROCESSED FRUIT | 58 | 34 | 15 | 27 | 43 |
| MISC. FRUIT PREPARATIONS | 30 | 4 | 36 | 90 | 22 |
| DRIED FRUIT | 67 | 7 | 0 | 10 | 21 |
| FRUIT & VEGETABLE JUICE | 43 | 29 | 67 | 74 | 51 |
| FRESH VEGIES X POTATOES | 119 | 218 | 441 | 328 | 316 |
| FRESH POTATOES | 19 | 136 | 270 | 57 | 93 |
| VEGETABLES, PREP/PRES | 1,636 | 1,347 | 1,640 | 2,607 | 2,930 |
| FROZEN VEGETABLES | 88 | 37 | 52 | 314 | 52 |
| DRIED/DEHYDRATED VEGETAB | 0 | 35 | 23 | 25 | 34 |
| TREE NUTS | 139 | 0 | 75 | 70 | 5 |
| WINE | 224 | 114 | 137 | 180 | 229 |
| HOPS | 0 | 0 | 0 | 48 | 42 |
| NURSERY PROD X CUT FLOWERS | 2 | 70 | 0 | 28 | 0 |
| CUT FLOWERS | 15 | 0 | 0 | 0 | 0 |
| FRUIT & VEGETABLE MISC | 2,280 | 909 | 947 | 1,624 | 1,576 |
| TOTAL | 4,947 | 3,123 | 3,869 | 5,661 | 5,610 |
| COSTA RICA | | | | | |
| FRESH CITRUS | 0 | 33 | 9 | 17 | 0 |
| FRESH DECIDUOUS FRUIT | 1,945 | 3,243 | 4,280 | 4,463 | 6,535 |
| OTHER FRESH FRUIT | 11 | 0 | 16 | 8 | 62 |
| FRESH MELONS | 37 | 120 | 157 | 0 | 0 |
| FROZEN FRUIT | 0 | 23 | 0 | 44 | 21 |
| PROCESSED FRUIT | 229 | 418 | 535 | 797 | 1,370 |
| MISC. FRUIT PREPARATIONS | 464 | 534 | 467 | 541 | 802 |
| OLIVES | 21 | 0 | 0 | 7 | 0 |
| DRIED FRUIT | 147 | 72 | 81 | 114 | 297 |
| FRUIT & VEGETABLE JUICE | 523 | 633 | 974 | 1,449 | 2,899 |

**TABLE 3. U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1989-1993 (Value in 1,000)**

| | 1989 | 1990 | 1991 | 1992 | 1993 |
|----------------------------|--------------|--------------|---------------|---------------|---------------|
| FRESH VEGIES X POTATOES | 41 | 33 | 216 | 204 | 171 |
| VEGETABLES, PREP/PRES | 688 | 189 | 293 | 798 | 1,347 |
| FROZEN VEGETABLES | 0 | 94 | 99 | 252 | 321 |
| DRIED/DEHYDRATED VEGETAB | 428 | 529 | 406 | 491 | 539 |
| TREE NUTS | 152 | 74 | 320 | 189 | 355 |
| WINE | 114 | 361 | 226 | 110 | 294 |
| HOPS | 119 | 0 | 69 | 356 | 183 |
| NURSERY PROD X CUT FLOWERS | 237 | 392 | 480 | 382 | 433 |
| CUT FLOWERS | 9 | 0 | 18 | 0 | 13 |
| FRUIT & VEGETABLE MISC | 1,763 | 938 | 1,628 | 1,211 | 1,358 |
| TOTAL | 6,928 | 7,686 | 10,274 | 11,433 | 17,000 |

DOMINICA

| | | | | | |
|----------------------------|------------|------------|------------|------------|------------|
| FRESH CITRUS | 6 | 8 | 6 | 0 | 0 |
| FRESH DECIDUOUS FRUIT | 0 | 4 | 18 | 0 | 0 |
| OTHER FRESH FRUIT | 16 | 0 | 10 | 0 | 0 |
| MISC. FRUIT PREPARATIONS | 43 | 76 | 89 | 63 | 15 |
| FRUIT & VEGETABLE JUICE | 3 | 0 | 11 | 41 | 0 |
| FRESH VEGIES X POTATOES | 13 | 29 | 13 | 6 | 0 |
| VEGETABLES, PREP/PRES | 233 | 139 | 40 | 234 | 178 |
| FROZEN VEGETABLES | 0 | 31 | 0 | 0 | 0 |
| DRIED/DEHYDRATED VEGETAB | 7 | 18 | 0 | 0 | 22 |
| TREE NUTS | 3 | 0 | 0 | 0 | 0 |
| WINE | 93 | 33 | 99 | 22 | 0 |
| NURSERY PROD X CUT FLOWERS | 2 | 0 | 0 | 0 | 0 |
| FRUIT & VEGETABLE MISC | 72 | 152 | 82 | 92 | 42 |
| TOTAL | 491 | 490 | 368 | 458 | 257 |

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| | | | | | |
|--------------------------|-------|-----|-------|-------|-------|
| FRESH CITRUS | 8 | 20 | 23 | 24 | 6 |
| FRESH DECIDUOUS FRUIT | 1,356 | 762 | 1,270 | 2,198 | 3,088 |
| OTHER FRESH FRUIT | 9 | 0 | 4 | 0 | 0 |
| FROZEN FRUIT | 0 | 0 | 0 | 0 | 26 |
| PROCESSED FRUIT | 318 | 102 | 194 | 207 | 290 |
| MISC. FRUIT PREPARATIONS | 615 | 608 | 436 | 468 | 815 |
| OLIVES | 490 | 10 | 0 | 16 | 8 |
| DRIED FRUIT | 688 | 383 | 459 | 665 | 763 |
| FRUIT & VEGETABLE JUICE | 400 | 500 | 423 | 1,151 | 1,841 |

**TABLE 3. U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1989-1993 (Value in 1,000)**

| | 1989 | 1990 | 1991 | 1992 | 1993 |
|----------------------------|--------------|--------------|--------------|---------------|---------------|
| FRESH VEGIES X POTATOES | 82 | 393 | 792 | 500 | 172 |
| FRESH POTATOES | 27 | 24 | 36 | 25 | 4 |
| VEGETABLES, PREP/PRES | 786 | 516 | 586 | 946 | 4,152 |
| FROZEN VEGETABLES | 72 | 201 | 3 | 103 | 40 |
| DRIED/DEHYDRATED VEGETAB | 450 | 566 | 430 | 741 | 771 |
| TREE NUTS | 316 | 191 | 223 | 168 | 1,045 |
| WINE | 165 | 150 | 197 | 226 | 318 |
| HOPS | 271 | 575 | 1,201 | 872 | 648 |
| NURSERY PROD X CUT FLOWERS | 27 | 52 | 13 | 7 | 29 |
| CUT FLOWERS | 16 | 0 | 0 | 12 | 76 |
| FRUIT & VEGETABLE MISC | 851 | 881 | 1,202 | 2,544 | 5,525 |
| TOTAL | 6,947 | 5,934 | 7,492 | 10,873 | 19,617 |
| EL SALVADOR | | | | | |
| FRESH DECIDUOUS FRUIT | 871 | 1,483 | 3,219 | 2,556 | 2,015 |
| OTHER FRESH FRUIT | 0 | 0 | 3 | 0 | 6 |
| FRESH MELONS | 0 | 0 | 56 | 4 | 0 |
| PROCESSED FRUIT | 116 | 50 | 70 | 161 | 340 |
| MISC. FRUIT PREPARATIONS | 55 | 13 | 334 | 65 | 17 |
| OLIVES | 0 | 0 | 4 | 5 | 3 |
| DRIED FRUIT | 5 | 76 | 54 | 51 | 67 |
| FRUIT & VEGETABLE JUICE | 229 | 17 | 42 | 131 | 66 |
| FRESH VEGIES X POTATOES | 8 | 0 | 54 | 81 | 690 |
| FRESH POTATOES | 0 | 0 | 0 | 0 | 22 |
| VEGETABLES, PREP/PRES | 1,004 | 818 | 826 | 863 | 724 |
| FROZEN VEGETABLES | 25 | 0 | 0 | 198 | 130 |
| DRIED/DEHYDRATED VEGETAB | 211 | 216 | 339 | 255 | 369 |
| TREE NUTS | 7 | 0 | 5 | 97 | 10 |
| WINE | 41 | 26 | 147 | 235 | 233 |
| HOPS | 0 | 129 | 184 | 98 | 186 |
| NURSERY PROD X CUT FLOW | 2 | 0 | 0 | 23 | 45 |
| CUT FLOWERS | 0 | 0 | 0 | 11 | 0 |
| FRUIT & VEGETABLE MISC | 527 | 951 | 763 | 1,213 | 1,573 |
| TOTAL | 3,101 | 3,779 | 6,100 | 6,047 | 6,496 |
| GRENADA | | | | | |
| FRESH CITRUS | 0 | 4 | 16 | 0 | 0 |
| FRESH DECIDUOUS FRUIT | 26 | 30 | 30 | 6 | 18 |

**TABLE 3. U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1989-1993 (Value in 1,000)**

| | 1989 | 1990 | 1991 | 1992 | 1993 |
|--------------------------|--------------|--------------|--------------|------------|------------|
| OTHER FRESH FRUIT | 4 | 3 | 5 | 0 | 0 |
| PROCESSED FRUIT | 7 | 0 | 18 | 0 | 4 |
| MISC. FRUIT PREPARATIONS | 70 | 103 | 153 | 67 | 26 |
| OLIVES | 40 | 0 | 0 | 0 | 0 |
| DRIED FRUIT | 43 | 57 | 58 | 0 | 9 |
| FRUIT & VEGETABLE JUICE | 179 | 178 | 80 | 67 | 48 |
| FRESH VEGIES X POTATOES | 54 | 101 | 112 | 7 | 15 |
| FRESH POTATOES | 15 | 13 | 6 | 0 | 0 |
| VEGETABLES, PREP/PRES | 810 | 550 | 807 | 419 | 271 |
| FROZEN VEGETABLES | 0 | 4 | 0 | 0 | 0 |
| DRIED/DEHYDRATED VEGETAB | 0 | 0 | 3 | 0 | 40 |
| TREE NUTS | 5 | 3 | 8 | 6 | 0 |
| WINE | 44 | 240 | 451 | 52 | 97 |
| HOPS | 0 | 13 | 21 | 16 | 16 |
| NURSERY PROD X CUT FLOW | 0 | 5 | 0 | 0 | 0 |
| FRUIT & VEGETABLE MISC | 40 | 297 | 269 | 135 | 121 |
| TOTAL | 1,337 | 1,601 | 2,037 | 775 | 665 |

GUATEMALA

| | | | | | |
|--------------------------|-------|-----|-------|-------|-------|
| FRESH CITRUS | 0 | 75 | 0 | 0 | 0 |
| FRESH DECIDUOUS FRUIT | 1,021 | 969 | 2,627 | 1,850 | 4,436 |
| OTHER FRESH FRUIT | 0 | 0 | 3 | 0 | 21 |
| FRESH MELONS | 0 | 0 | 20 | 0 | 0 |
| FROZEN FRUIT | 16 | 0 | 29 | 37 | 0 |
| PROCESSED FRUIT | 297 | 168 | 358 | 819 | 610 |
| MISC. FRUIT PREPARATIONS | 154 | 70 | 240 | 688 | 430 |
| OLIVES | 0 | 0 | 0 | 0 | 8 |
| DRIED FRUIT | 55 | 128 | 245 | 371 | 545 |
| FRUIT & VEGETABLE JUICE | 193 | 128 | 421 | 625 | 517 |
| FRESH VEGIES X POTATOES | 0 | 46 | 10 | 258 | 201 |
| FRESH POTATOES | 0 | 0 | 0 | 65 | 61 |
| VEGETABLES, PREP/PRES | 125 | 220 | 441 | 329 | 757 |
| FROZEN VEGETABLES | 565 | 330 | 167 | 211 | 425 |
| DRIED/DEHYDRATED VEGETAB | 267 | 329 | 351 | 454 | 541 |
| TREE NUTS | 222 | 103 | 26 | 217 | 311 |
| WINE | 74 | 36 | 189 | 208 | 196 |
| HOPS | 134 | 181 | 380 | 587 | 304 |
| NURSERY PROD X CUT FLOW | 233 | 722 | 920 | 1,121 | 975 |

**TABLE 3. U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1989-1993 (Value in 1,000)**

| | 1989 | 1990 | 1991 | 1992 | 1993 |
|--------------------------|--------------|--------------|--------------|---------------|---------------|
| CUT FLOWERS | 9 | 0 | 62 | 166 | 0 |
| FRUIT & VEGETABLE MISC | 755 | 1,086 | 1,711 | 2,988 | 3,415 |
| TOTAL | 4,120 | 4,591 | 8,200 | 10,994 | 13,753 |
| GUYANA | | | | | |
| FRESH DECIDUOUS FRUIT | 12 | 8 | 7 | 80 | 321 |
| OTHER FRESH FRUIT | 0 | 0 | 0 | 0 | 159 |
| FROZEN FRUIT | 0 | 0 | 0 | 0 | 4 |
| MISC. FRUIT PREPARATIONS | 0 | 3 | 7 | 135 | 28 |
| FRUIT & VEGETABLE JUICE | 0 | 0 | 0 | 13 | 28 |
| FRESH VEGIES X POTATOES | 0 | 58 | 133 | 94 | 141 |
| VEGETABLES, PREP/PRES | 7 | 14 | 126 | 28 | 74 |
| FROZEN VEGETABLES | 6 | 0 | 10 | 24 | 80 |
| TREE NUTS | 15 | 0 | 0 | 0 | 0 |
| WINE | 4 | 5 | 4 | 0 | 0 |
| HOPS | 9 | 5 | 0 | 0 | 5 |
| FRUIT & VEGETABLE MISC | 246 | 108 | 214 | 383 | 317 |
| TOTAL | 299 | 201 | 501 | 757 | 1,157 |
| HAITI | | | | | |
| FRESH CITRUS | 0 | 0 | 4 | 0 | 0 |
| FRESH DECIDUOUS FRUIT | 166 | 154 | 71 | 14 | 42 |
| OTHER FRESH FRUIT | 3 | 16 | 0 | 0 | 0 |
| PROCESSED FRUIT | 19 | 13 | 12 | 0 | 13 |
| MISC. FRUIT PREPARATIONS | 125 | 339 | 391 | 224 | 100 |
| OLIVES | 23 | 0 | 0 | 0 | 0 |
| DRIED FRUIT | 3 | 0 | 22 | 0 | 9 |
| FRUIT & VEGETABLE JUICE | 572 | 509 | 472 | 22 | 8 |
| FRESH VEGIES X POTATOES | 176 | 157 | 78 | 62 | 5 |
| VEGETABLES, PREP/PRES | 2,209 | 2,058 | 1,000 | 469 | 451 |
| FROZEN VEGETABLES | 3 | 6 | 0 | 0 | 0 |
| DRIED/DEHYDRATED VEGETAB | 199 | 28 | 56 | 133 | 40 |
| TREE NUTS | 9 | 0 | 0 | 0 | 0 |
| WINE | 228 | 267 | 198 | 0 | 61 |
| HOPS | 81 | 47 | 73 | 0 | 0 |
| NURSERY PROD X CUT FLOW | 65 | 7 | 18 | 0 | 0 |
| CUT FLOWERS | 20 | 0 | 0 | 0 | 0 |
| FRUIT & VEGETABLE MISC | 803 | 1,046 | 640 | 517 | 219 |

**TABLE 3. U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1989-1993 (Value in 1,000)**

| | 1989 | 1990 | 1991 | 1992 | 1993 |
|--------------------------|--------------|--------------|--------------|---------------|---------------|
| TOTAL | 4,704 | 4,647 | 3,035 | 1,441 | 948 |
| HONDURAS | | | | | |
| FRESH CITRUS | 2 | 0 | 4 | 0 | 0 |
| FRESH DECIDUOUS FRUIT | 902 | 916 | 924 | 1,508 | 2,527 |
| FROZEN FRUIT | 0 | 8 | 0 | 0 | 8 |
| PROCESSED FRUIT | 84 | 121 | 110 | 1,013 | 789 |
| MISC. FRUIT PREPARATIONS | 98 | 0 | 32 | 492 | 840 |
| OLIVES | 4 | 0 | 55 | 0 | 3 |
| DRIED FRUIT | 57 | 138 | 219 | 332 | 483 |
| FRUIT & VEGETABLE JUICE | 1,558 | 703 | 678 | 2,104 | 3,589 |
| FRESH VEGIES X POTATOES | 72 | 13 | 121 | 187 | 578 |
| FRESH POTATOES | 13 | 0 | 3 | 7 | 27 |
| VEGETABLES, PREP/PRES | 986 | 580 | 1,927 | 1,903 | 1,346 |
| FROZEN VEGETABLES | 3 | 18 | 126 | 172 | 313 |
| DRIED/DEHYDRATED VEGETAB | 362 | 433 | 306 | 223 | 176 |
| TREE NUTS | 0 | 15 | 24 | 31 | 58 |
| WINE | 31 | 70 | 93 | 131 | 105 |
| HOPS | 0 | 173 | 4 | 294 | 153 |
| NURSERY PROD X CUT FLOW | 34 | 0 | 36 | 0 | 7 |
| CUT FLOWERS | 0 | 3 | 0 | 0 | 0 |
| FRUIT & VEGETABLE MISC | 910 | 348 | 938 | 2,480 | 1,683 |
| TOTAL | 5,116 | 3,539 | 5,600 | 10,877 | 12,685 |
| JAMAICA & DEP | | | | | |
| FRESH CITRUS | 46 | 0 | 0 | 0 | 0 |
| FRESH DECIDUOUS FRUIT | 0 | 3 | 0 | 0 | 3 |
| OTHER FRESH FRUIT | 0 | 10 | 0 | 0 | 13 |
| FROZEN FRUIT | 10 | 0 | 0 | 0 | 0 |
| PROCESSED FRUIT | 59 | 12 | 15 | 0 | 22 |
| MISC. FRUIT PREPARATIONS | 126 | 14 | 84 | 67 | 71 |
| DRIED FRUIT | 112 | 121 | 142 | 88 | 53 |
| FRUIT & VEGETABLE JUICE | 550 | 592 | 846 | 403 | 880 |
| FRESH VEGIES X POTATOES | 386 | 228 | 861 | 1,078 | 1,134 |
| FRESH POTATOES | 102 | 29 | 55 | 35 | 71 |
| VEGETABLES, PREP/PRES | 250 | 193 | 262 | 307 | 659 |
| FROZEN VEGETABLES | 592 | 573 | 428 | 605 | 439 |
| DRIED/DEHYDRATED VEGETAB | 487 | 349 | 276 | 262 | 321 |

**TABLE 3. U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1989-1993 (Value in 1,000)**

| | 1989 | 1990 | 1991 | 1992 | 1993 |
|---------------------------------------|--------------|--------------|--------------|--------------|--------------|
| TREE NUTS | 131 | 164 | 193 | 192 | 186 |
| WINE | 344 | 327 | 286 | 172 | 336 |
| HOPS | 158 | 393 | 253 | 287 | 467 |
| NURSERY PROD X CUT FLOW | 199 | 12 | 53 | 0 | 31 |
| CUT FLOWERS | 58 | 0 | 0 | 0 | 0 |
| FRUIT & VEGETABLE MISC | 1,636 | 1,819 | 1,306 | 943 | 1,870 |
| TOTAL | 5,246 | 4,839 | 5,060 | 4,439 | 6,556 |
| MONTSEERRAT | | | | | |
| PROCESSED FRUIT | 0 | 5 | 3 | 0 | 0 |
| MISC. FRUIT PREPARATIONS | 45 | 7 | 31 | 25 | 0 |
| FRUIT & VEGETABLE JUICE | 237 | 191 | 136 | 177 | 155 |
| FRESH VEGIES X POTATOES | 0 | 0 | 6 | 0 | 0 |
| VEGETABLES, PREP/PRES | 135 | 83 | 42 | 51 | 135 |
| FROZEN VEGETABLES | 16 | 3 | 0 | 0 | 0 |
| DRIED/DEHYDRATED VEGETAB | 0 | 3 | 0 | 0 | 0 |
| TREE NUTS | 6 | 12 | 0 | 0 | 3 |
| WINE | 12 | 18 | 155 | 3 | 19 |
| FRUIT & VEGETABLE MISC | 39 | 106 | 58 | 107 | 144 |
| TOTAL | 490 | 428 | 431 | 363 | 456 |
| NETHERLANDS ANTILLES ARUBARUBA | | | | | |
| FRESH CITRUS | 79 | 43 | 68 | 66 | 66 |
| FRESH DECIDUOUS FRUIT | 722 | 663 | 544 | 716 | 532 |
| OTHER FRESH FRUIT | 842 | 502 | 101 | 28 | 140 |
| FRESH MELONS | 4 | 0 | 0 | 0 | 0 |
| FROZEN FRUIT | 0 | 14 | 17 | 29 | 9 |
| PROCESSED FRUIT | 264 | 209 | 187 | 295 | 240 |
| MISC. FRUIT PREPARATIONS | 1,004 | 1,234 | 1,387 | 852 | 1,032 |
| DRIED FRUIT | 664 | 583 | 428 | 620 | 335 |
| FRUIT & VEGETABLE JUICE | 2,982 | 3,404 | 3,334 | 3,558 | 3,301 |
| FRESH VEGIES X POTATOES | 1,349 | 923 | 579 | 1,785 | 1,369 |
| FRESH POTATOES | 79 | 231 | 3 | 3 | 3 |
| VEGETABLES, PREP/PRES | 5,886 | 6,317 | 4,161 | 3,063 | 3,551 |
| FROZEN VEGETABLES | 1,515 | 2,879 | 1,396 | 336 | 471 |
| DRIED/DEHYDRATED VEGETAB | 393 | 541 | 496 | 532 | 104 |
| TREE NUTS | 203 | 374 | 391 | 379 | 478 |
| WINE | 1,320 | 2,148 | 2,327 | 3,556 | 1,615 |

**TABLE 3. U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1989-1993 (Value in 1,000)**

| | 1989 | 1990 | 1991 | 1992 | 1993 |
|--------------------------|---------------|---------------|---------------|---------------|---------------|
| HOPS | 24 | 33 | 31 | 35 | 99 |
| NURSERY PROD X CUT FLOW | 747 | 581 | 351 | 518 | 268 |
| CUT FLOWERS | 59 | 11 | 50 | 27 | 18 |
| GINSENG | 0 | 0 | 4 | 0 | 0 |
| FRUIT & VEGETABLE MISC | 8,106 | 8,540 | 9,237 | 7,319 | 7,906 |
| TOTAL | 26,242 | 29,230 | 25,092 | 23,717 | 21,537 |
| NICARAGUA | | | | | |
| FRESH DECIDUOUS FRUIT | 0 | 153 | 371 | 755 | 360 |
| FROZEN FRUIT | 0 | 0 | 10 | 0 | 0 |
| PROCESSED FRUIT | 0 | 201 | 33 | 5 | 3 |
| MISC. FRUIT PREPARATIONS | 0 | 0 | 26 | 13 | 0 |
| OLIVES | 0 | 3 | 0 | 10 | 0 |
| DRIED FRUIT | 0 | 0 | 93 | 65 | 32 |
| FRUIT & VEGETABLE JUICE | 0 | 29 | 77 | 0 | 0 |
| FRESH VEGIES X POTATOES | 0 | 0 | 75 | 35 | 5 |
| VEGETABLES, PREP/PRES | 271 | 157 | 1,493 | 118 | 94 |
| FROZEN VEGETABLES | 0 | 10 | 0 | 6 | 0 |
| DRIED/DEHYDRATED VEGETAB | 0 | 0 | 16 | 7 | 4 |
| TREE NUTS | 0 | 3 | 7 | 18 | 0 |
| WINE | 0 | 9 | 78 | 27 | 0 |
| HOPS | 0 | 239 | 208 | 195 | 228 |
| NURSERY PROD X CUT FLOW | 0 | 0 | 0 | 8 | 0 |
| FRUIT & VEGETABLE MISC | 0 | 164 | 3,551 | 5,809 | 2,296 |
| TOTAL | 271 | 968 | 6,038 | 7,071 | 3,022 |
| PANAMA | | | | | |
| FRESH CITRUS | 5 | 0 | 8 | 11 | 0 |
| FRESH DECIDUOUS FRUIT | 3,794 | 4,721 | 4,132 | 3,685 | 3,895 |
| OTHER FRESH FRUIT | 164 | 5 | 0 | 31 | 86 |
| FRESH MELONS | 7 | 0 | 0 | 0 | 0 |
| FROZEN FRUIT | 0 | 23 | 5 | 3 | 16 |
| PROCESSED FRUIT | 1,519 | 1,762 | 1,346 | 1,472 | 1,571 |
| MISC. FRUIT PREPARATIONS | 499 | 607 | 200 | 197 | 259 |
| OLIVES | 26 | 27 | 14 | 0 | 16 |
| DRIED FRUIT | 1,133 | 1,151 | 1,000 | 1,044 | 1,109 |
| FRUIT & VEGETABLE JUICE | 3,575 | 5,225 | 6,493 | 5,962 | 3,693 |
| FRESH VEGIES X POTATOES | 906 | 1,350 | 522 | 260 | 224 |

**TABLE 3. U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1989-1993 (Value in 1,000)**

| | 1989 | 1990 | 1991 | 1992 | 1993 |
|--------------------------|---------------|---------------|---------------|---------------|---------------|
| FRESH POTATOES | 8 | 10 | 11 | 7 | 14 |
| VEGETABLES, PREP/PRES | 4,211 | 2,626 | 3,199 | 2,944 | 4,395 |
| FROZEN VEGETABLES | 269 | 225 | 314 | 159 | 296 |
| DRIED/DEHYDRATED VEGETAB | 1,978 | 4,236 | 1,594 | 1,503 | 904 |
| TREE NUTS | 816 | 635 | 506 | 828 | 989 |
| WINE | 406 | 259 | 264 | 492 | 890 |
| HOPS | 189 | 45 | 0 | 0 | 0 |
| NURSERY PROD X CUT FLOW | 52 | 205 | 80 | 3 | 5 |
| CUT FLOWERS | 17 | 46 | 4 | 15 | 4 |
| GINSENG | 0 | 0 | 0 | 0 | 11 |
| FRUIT & VEGETABLE MISC | 6,465 | 4,837 | 6,119 | 8,938 | 14,339 |
| TOTAL | 26,039 | 27,995 | 25,811 | 27,554 | 32,716 |

ST. CHRISTOPHER-NEVIS-ANGUILLA

| | | | | | |
|--------------------------|--------------|--------------|--------------|--------------|--------------|
| FRESH CITRUS | 0 | 0 | 8 | 0 | 0 |
| FRESH DECIDUOUS FRUIT | 8 | 31 | 13 | 0 | 0 |
| OTHER FRESH FRUIT | 10 | 33 | 0 | 0 | 15 |
| PROCESSED FRUIT | 14 | 18 | 13 | 0 | 4 |
| MISC. FRUIT PREPARATIONS | 22 | 113 | 376 | 205 | 24 |
| DRIED FRUIT | 54 | 16 | 13 | 5 | 3 |
| FRUIT & VEGETABLE JUICE | 232 | 136 | 77 | 87 | 73 |
| FRESH VEGIES X POTATOES | 172 | 42 | 32 | 24 | 17 |
| FRESH POTATOES | 0 | 4 | 0 | 0 | 0 |
| VEGETABLES, PREP/PRES | 582 | 222 | 260 | 220 | 243 |
| FROZEN VEGETABLES | 38 | 10 | 8 | 56 | 3 |
| DRIED/DEHYDRATED VEGETAB | 20 | 5 | 16 | 0 | 12 |
| TREE NUTS | 2 | 15 | 7 | 9 | 13 |
| WINE | 48 | 72 | 90 | 39 | 94 |
| HOPS | 4 | 0 | 9 | 0 | 7 |
| NURSERY PROD X CUT FLOW | 6 | 5 | 0 | 3 | 23 |
| FRUIT & VEGETABLE MISC | 755 | 462 | 765 | 1,011 | 929 |
| TOTAL | 1,967 | 1,184 | 1,687 | 1,659 | 1,460 |

ST. LUCIA

| | | | | | |
|-----------------------|----|----|----|----|-----|
| FRESH CITRUS | 13 | 0 | 13 | 0 | 0 |
| FRESH DECIDUOUS FRUIT | 30 | 37 | 36 | 33 | 3 |
| OTHER FRESH FRUIT | 47 | 41 | 57 | 0 | 112 |
| FROZEN FRUIT | 12 | 0 | 0 | 0 | 0 |

**TABLE 3. U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1989-1993 (Value in 1,000)**

| | 1989 | 1990 | 1991 | 1992 | 1993 |
|---------------------------------------|--------------|--------------|--------------|--------------|--------------|
| PROCESSED FRUIT | 58 | 0 | 3 | 16 | 30 |
| MISC. FRUIT PREPARATIONS (730X | 65 | 114 | 275 | 140 | 60 |
| OLIVES | 0 | 0 | 0 | 0 | 3 |
| DRIED FRUIT | 66 | 37 | 23 | 4 | 19 |
| FRUIT & VEGETABLE JUICE | 1,418 | 1,408 | 1,485 | 1,448 | 1,119 |
| FRESH VEGIES X POTATOES | 348 | 382 | 412 | 281 | 247 |
| FRESH POTATOES | 12 | 33 | 80 | 11 | 53 |
| VEGETABLES, PREP/PRES | 759 | 490 | 369 | 289 | 504 |
| FROZEN VEGETABLES | 163 | 203 | 199 | 123 | 29 |
| DRIED/DEHYDRATED VEGETAB | 26 | 13 | 19 | 44 | 52 |
| TREE NUTS | 35 | 93 | 33 | 58 | 172 |
| WINE | 513 | 461 | 712 | 764 | 763 |
| HOPS | 21 | 63 | 35 | 27 | 3 |
| NURSERY PROD X CUT FLOW | 0 | 6 | 13 | 15 | 0 |
| CUT FLOWERS | 0 | 0 | 0 | 0 | 4 |
| FRUIT & VEGETABLE MISC | 1,241 | 929 | 992 | 1,248 | 1,863 |
| TOTAL | 4,827 | 4,310 | 4,756 | 4,501 | 5,036 |
| ST. VINCENT AND THE GRENADINES | | | | | |
| FRESH DECIDUOUS FRUIT | 17 | 48 | 35 | 26 | 15 |
| OTHER FRESH FRUIT | 9 | 0 | 0 | 0 | 13 |
| PROCESSED FRUIT | 0 | 51 | 0 | 0 | 0 |
| MISC. FRUIT PREPARATIONS | 88 | 209 | 87 | 81 | 121 |
| DRIED FRUIT | 23 | 5 | 0 | 0 | 5 |
| FRUIT & VEGETABLE JUICE | 773 | 148 | 208 | 81 | 84 |
| FRESH VEGIES X POTATOES | 8 | 3 | 6 | 0 | 14 |
| FRESH POTATOES | 0 | 0 | 4 | 0 | 0 |
| VEGETABLES, PREP/PRES | 1,075 | 1,024 | 1,524 | 1,165 | 950 |
| FROZEN VEGETABLES | 5 | 0 | 0 | 0 | 0 |
| DRIED/DEHYDRATED VEGETAB | 2 | 0 | 8 | 0 | 0 |
| TREE NUTS | 2 | 0 | 3 | 0 | 0 |
| WINE | 85 | 45 | 108 | 65 | 49 |
| HOPS | 0 | 14 | 32 | 22 | 10 |
| FRUIT & VEGETABLE MISC | 195 | 254 | 377 | 350 | 313 |
| TOTAL | 2,282 | 1,801 | 2,392 | 1,790 | 1,574 |
| TRINIDAD AND TOBAGO | | | | | |
| FRESH CITRUS | 0 | 4 | 48 | 0 | 0 |

**TABLE 3. U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1989-1993 (Value in 1,000)**

| | 1989 | 1990 | 1991 | 1992 | 1993 |
|-------------------------------|--------------|--------------|--------------|--------------|--------------|
| FRESH DECIDUOUS FRUIT | 7 | 1,664 | 600 | 670 | 693 |
| OTHER FRESH FRUIT | 0 | 47 | 25 | 56 | 69 |
| PROCESSED FRUIT | 0 | 108 | 61 | 134 | 18 |
| MISC. FRUIT PREPARATIONS | 59 | 113 | 337 | 84 | 172 |
| OLIVES | 7 | 25 | 31 | 0 | 0 |
| DRIED FRUIT | 166 | 421 | 441 | 564 | 179 |
| FRUIT & VEGETABLE JUICE | 200 | 296 | 219 | 539 | 241 |
| FRESH VEGIES X POTATOES | 1,239 | 2,122 | 2,066 | 1,866 | 947 |
| FRESH POTATOES | 0 | 23 | 0 | 100 | 0 |
| VEGETABLES, PREP/PRES | 704 | 774 | 969 | 946 | 508 |
| FROZEN VEGETABLES | 39 | 246 | 16 | 110 | 59 |
| DRIED/DEHYDRATED VEGETAB | 135 | 222 | 292 | 110 | 216 |
| TREE NUTS | 742 | 591 | 455 | 710 | 594 |
| WINE | 32 | 23 | 83 | 88 | 109 |
| HOPS | 49 | 19 | 37 | 44 | 99 |
| NURSERY PROD X CUT FLOW | 53 | 3 | 93 | 11 | 0 |
| CUT FLOWERS | 0 | 4 | 0 | 0 | 4 |
| FRUIT & VEGETABLE MISC | 381 | 540 | 913 | 1,479 | 1,809 |
| TOTAL | 3,813 | 7,245 | 6,686 | 7,511 | 5,717 |
| BRITISH VIRGIN ISLANDS | | | | | |
| FRESH CITRUS | 157 | 91 | 0 | 0 | 0 |
| OTHER FRESH FRUIT | 76 | 0 | 0 | 0 | 0 |
| FROZEN FRUIT | 0 | 0 | 3 | 0 | 0 |
| PROCESSED FRUIT | 5 | 15 | 0 | 0 | 0 |
| MISC. FRUIT PREPARATIONS | 112 | 66 | 30 | 7 | 28 |
| FRUIT & VEGETABLE JUICE | 273 | 466 | 179 | 72 | 154 |
| FRESH VEGIES X POTATOES | 623 | 694 | 594 | 1,322 | 1,243 |
| FRESH POTATOES | 2 | 0 | 0 | 0 | 0 |
| VEGETABLES, PREP/PRES | 286 | 1,274 | 132 | 54 | 76 |
| FROZEN VEGETABLES | 69 | 174 | 936 | 12 | 13 |
| DRIED/DEHYDRATED VEGETAB | 20 | 0 | 0 | 0 | 0 |
| WINE | 221 | 351 | 174 | 239 | 142 |
| NURSERY PROD X CUT FLOWERS | 65 | 156 | 28 | 39 | 74 |
| FRUIT & VEGETABLE MISC | 2,865 | 4,128 | 1,101 | 1,077 | 1,543 |
| TOTAL | 4,774 | 7,415 | 3,177 | 2,822 | 3,273 |

TOTAL CBI

**TABLE 3. U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1989-1993 (Value in 1,000)**

| | 1989 | 1990 | 1991 | 1992 | 1993 |
|--------------------------|----------------|----------------|----------------|----------------|----------------|
| FRESH CITRUS | 458 | 424 | 404 | 179 | 121 |
| FRESH DECIDUOUS FRUIT | 12,108 | 16,249 | 19,333 | 18,943 | 24,924 |
| OTHER FRESH FRUIT | 1,996 | 934 | 364 | 202 | 812 |
| FRESH MELONS | 80 | 144 | 251 | 29 | 0 |
| FROZEN FRUIT | 38 | 94 | 64 | 154 | 97 |
| PROCESSED FRUIT | 3,548 | 3,792 | 3,476 | 5,332 | 5,629 |
| MISC. FRUIT PREPARATIONS | 4,265 | 6,077 | 6,374 | 6,059 | 5,787 |
| OLIVES | 700 | 94 | 104 | 39 | 40 |
| DRIED FRUIT | 4,036 | 3,392 | 3,384 | 4,047 | 4,075 |
| FRUIT & VEGETABLE JUICE | 22,621 | 24,184 | 26,428 | 27,723 | 29,302 |
| FRESH VEGIES X POTATOES | 10,997 | 14,232 | 14,699 | 17,452 | 26,604 |
| FRESH POTATOES | 1,136 | 996 | 790 | 621 | 774 |
| VEGETABLES, PREP/PRES | 35,415 | 29,232 | 32,521 | 31,092 | 49,813 |
| FROZEN VEGETABLES | 12,317 | 13,550 | 9,076 | 9,529 | 3,449 |
| DRIED/DEHYDRATED VEGETAB | 5,663 | 8,393 | 5,234 | 5,534 | 5,267 |
| TREE NUTS | 3,318 | 2,944 | 2,971 | 3,578 | 4,698 |
| WINE | 6,248 | 7,374 | 8,633 | 9,305 | 9,470 |
| HOPS | 1,100 | 1,993 | 2,621 | 2,911 | 2,523 |
| NURSERY PROD X CUT FLOW | 3,161 | 4,198 | 3,433 | 3,352 | 3,195 |
| CUT FLOWERS | 238 | 81 | 142 | 319 | 131 |
| GINSENG | 0 | 0 | 4 | 0 | 11 |
| FRUIT & VEGETABLE MISC | 52,012 | 50,754 | 52,219 | 68,203 | 83,475 |
| TOTAL | 181,454 | 189,128 | 192,528 | 214,608 | 260,200 |

1/ Revised for the entire period (1989 to 1993)

Source: U.S. Bureau of the Census

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
MAR 94

| COMMODITY AND COUNTRY | | QUANTITY | | | | | VALUE (1,000 DOLLARS) | | | | |
|--|--------|--------------------|--------------------|-------------------|-------------------|--------------|-----------------------|--------------------|-------------------|-------------------|--------------|
| COUNTRY REGION | | CURR MO LAST YR | CURR MO CURR YR | YR TDT LAST YR | YR TDT CURR YR | LAST YEAR | CURR MO LAST YR | CURR MO CURR YR | YR TDT LAST YR | YR TDT CURR YR | LAST YEAR |
| FRESH FRUIT | | | | | | | | | | | |
| FR. APPLES(JUL) | | | | | | | | | | | |
| MT | | | | | | | | | | | |
| TAIWAN | 8,806 | 5,753 | 104,163 | 86,854 | 113,733 | 4,532 | 4,025 | 70,941 | 68,057 | 75,230 | |
| MEXICO | 14,760 | 19,216 | 57,318 | 88,772 | 99,364 | 7,554 | 11,189 | 28,295 | 50,646 | 49,551 | |
| CANADA | 8,021 | 8,063 | 63,032 | 60,079 | 83,089 | 4,808 | 6,051 | 42,491 | 45,094 | 55,313 | |
| HONG KONG | 4,859 | 6,416 | 37,351 | 45,181 | 47,234 | 2,741 | 3,305 | 21,413 | 25,501 | 27,786 | |
| OTHER | 8,785 | 11,154 | 130,827 | 174,105 | 145,925 | 5,498 | 6,614 | 83,462 | 95,330 | 92,820 | |
| Subtotal:----- | 45,231 | 50,602 | 392,691 | 454,992 | 489,346 | 25,132 | 31,184 | 246,603 | 284,628 | 300,700 | |
| FR. PEARS(JUL) | | | | | | | | | | | |
| MT | | | | | | | | | | | |
| CANADA | 1,808 | 2,797 | 30,768 | 33,396 | 34,899 | 1,397 | 2,062 | 21,731 | 22,454 | 25,100 | |
| MEXICO | 3,831 | 6,136 | 26,969 | 37,422 | 34,222 | 2,092 | 2,870 | 13,375 | 18,805 | 17,370 | |
| TAIWAN | 1,385 | 1,196 | 5,176 | 6,751 | 6,157 | 926 | 662 | 3,567 | 2,821 | 4,245 | |
| SWEDEN | 163 | 0 | 5,758 | 6,714 | 6,790 | 70 | 0 | 2,636 | 1,932 | 2,657 | |
| OTHER | 1,037 | 339 | 18,520 | 20,305 | 19,289 | 645 | 181 | 11,167 | 11,231 | 11,673 | |
| Subtotal:----- | 8,224 | 10,468 | 87,192 | 102,098 | 100,358 | 5,152 | 5,776 | 52,476 | 57,543 | 60,944 | |
| APRICOTS(MAY) | | | | | | | | | | | |
| MT | | | | | | | | | | | |
| CANADA | 5 | 0 | 3,085 | 3,030 | 3,091 | 8 | 0 | 3,498 | 4,043 | 3,508 | |
| MEXICO | 10 | 0 | 497 | 1,515 | 497 | 8 | 0 | 394 | 1,183 | 394 | |
| EU 12 | 0 | 0 | 464 | 317 | 464 | 0 | 0 | 1,263 | 955 | 1,263 | |
| UNITED KINGDOM | 0 | 0 | 426 | 224 | 426 | 0 | 0 | 1,118 | 748 | 1,118 | |
| OTHER | 0 | 0 | 426 | 322 | 440 | 0 | 0 | 599 | 467 | 630 | |
| Subtotal:----- | 15 | 0 | 4,472 | 5,184 | 4,492 | 16 | 0 | 5,755 | 6,647 | 5,794 | |
| FR. CHERRIES(MAY) | | | | | | | | | | | |
| MT | | | | | | | | | | | |
| JAPAN | 18 | 0 | 12,162 | 12,467 | 12,162 | 10 | 0 | 61,991 | 77,333 | 61,991 | |
| CANADA | 0 | 0 | 9,600 | 6,235 | 9,607 | 0 | 0 | 18,087 | 13,376 | 18,106 | |
| EU 12 | 216 | 39 | 3,462 | 1,941 | 3,521 | 318 | 156 | 11,305 | 7,066 | 11,520 | |
| UNITED KINGDOM | 0 | 0 | 2,634 | 1,241 | 2,634 | 0 | 0 | 8,726 | 4,592 | 8,726 | |
| HONG KONG | 0 | 0 | 2,634 | 1,241 | 2,634 | 0 | 0 | 5,643 | 2,830 | 5,643 | |
| TAIWAN | 0 | 0 | 2,081 | 2,140 | 2,082 | 0 | 0 | 4,209 | 4,705 | 4,211 | |
| OTHER | 11 | 3 | 1,070 | 784 | 1,073 | 26 | 8 | 3,365 | 2,623 | 3,381 | |
| Subtotal:----- | 246 | 42 | 30,927 | 25,413 | 30,998 | 354 | 164 | 104,600 | 110,653 | 104,852 | |
| PEACH-NECTRN(MAY) | | | | | | | | | | | |
| MT | | | | | | | | | | | |
| CANADA | 242 | 186 | 51,276 | 48,236 | 51,461 | 351 | 241 | 43,898 | 44,981 | 44,175 | |
| MEXICO | 29 | 0 | 8,975 | 6,190 | 8,975 | 26 | 0 | 4,857 | 3,361 | 4,857 | |
| TAIWAN | 0 | 0 | 5,476 | 4,194 | 5,476 | 0 | 0 | 5,178 | 4,269 | 5,178 | |
| OTHER | 20 | 0 | 3,675 | 4,430 | 3,773 | 11 | 0 | 3,326 | 3,877 | 3,400 | |
| Subtotal:----- | 291 | 186 | 69,403 | 63,050 | 69,686 | 388 | 241 | 57,260 | 56,489 | 57,610 | |
| PLUM-PRUNES(MAY) | | | | | | | | | | | |
| MT | | | | | | | | | | | |
| CANADA | 224 | 225 | 25,351 | 23,223 | 25,485 | 322 | 308 | 20,578 | 23,301 | 20,756 | |
| TAIWAN | 0 | 0 | 21,848 | 13,733 | 21,848 | 0 | 0 | 15,071 | 12,198 | 15,071 | |
| HONG KONG | 0 | 0 | 8,470 | 7,995 | 8,470 | 0 | 0 | 6,609 | 6,825 | 6,609 | |
| EU 12 | 0 | 15 | 5,771 | 2,191 | 5,771 | 0 | 14 | 4,574 | 2,137 | 4,574 | |
| UNITED KINGDOM | 0 | 15 | 5,771 | 2,191 | 5,771 | 0 | 14 | 4,574 | 2,137 | 4,574 | |
| OTHER | 116 | 0 | 6,114 | 7,468 | 6,115 | 85 | 0 | 4,842 | 5,657 | 4,845 | |
| Subtotal:----- | 340 | 240 | 67,554 | 54,609 | 67,689 | 407 | 322 | 51,674 | 50,118 | 51,855 | |
| FR. AVOCADOS(OCT) | | | | | | | | | | | |
| MT | | | | | | | | | | | |
| EU 12 | 682 | 464 | 896 | 1,455 | 5,269 | 814 | 468 | 1,074 | 1,344 | 5,644 | |
| CANADA | 472 | 39 | 1,829 | 1,787 | 2,165 | 427 | 54 | 1,305 | 927 | 4,492 | |
| JAPAN | 546 | 101 | 1,031 | 725 | 3,234 | 663 | 126 | 1,359 | 691 | 3,387 | |
| FRANCE | 429 | 128 | 505 | 537 | 2,832 | 499 | 167 | 534 | 500 | 2,734 | |
| UNITED KINGDOM | 220 | 134 | 358 | 447 | 1,854 | 274 | 127 | 499 | 404 | 2,086 | |
| OTHER | 124 | 58 | 129 | 96 | 517 | 163 | 58 | 173 | 133 | 701 | |
| Subtotal:----- | 1,825 | 662 | 3,384 | 3,064 | 14,186 | 2,067 | 707 | 3,911 | 3,095 | 14,224 | |
| FR. KIWI FRUIT(OCT) | | | | | | | | | | | |
| MT | | | | | | | | | | | |
| TAIWAN | 1,260 | 813 | 2,492 | 1,649 | 3,554 | 1,917 | 1,462 | 3,969 | 2,925 | 5,702 | |
| CANADA | 527 | 476 | 2,186 | 2,618 | 3,387 | 623 | 616 | 2,776 | 3,179 | 4,298 | |
| KOREA, REPUBLIC | 142 | 344 | 353 | 1,324 | 538 | 225 | 649 | 538 | 2,451 | 798 | |
| OTHER | 348 | 184 | 761 | 1,157 | 880 | 557 | 265 | 1,054 | 1,566 | 1,274 | |
| Subtotal:----- | 2,278 | 1,818 | 5,792 | 6,749 | 8,359 | 3,323 | 2,993 | 8,337 | 10,120 | 12,071 | |
| FRESH GRAPES (MAY) | | | | | | | | | | | |
| MT | | | | | | | | | | | |
| CANADA | 1,164 | 1,070 | 103,364 | 109,919 | 104,410 | 1,503 | 1,629 | 102,495 | 121,391 | 103,958 | |
| HONG KONG | 0 | 0 | 19,431 | 18,018 | 19,431 | 0 | 0 | 21,566 | 20,938 | 21,566 | |
| TAIWAN | 0 | 20 | 14,944 | 13,330 | 14,944 | 0 | 21 | 16,199 | 17,239 | 16,199 | |
| OTHER | 97 | 780 | 48,341 | 63,550 | 48,367 | 109 | 561 | 62,344 | 77,293 | 62,401 | |
| Subtotal:----- | 1,261 | 1,870 | 186,080 | 204,817 | 187,152 | 1,612 | 2,210 | 202,604 | 236,860 | 204,124 | |
| FR. STRAWBRIS(JAN) | | | | | | | | | | | |
| MT | | | | | | | | | | | |
| CANADA | 3,775 | 3,938 | 5,466 | 6,314 | 35,611 | 5,600 | 6,202 | 9,081 | 10,891 | 49,034 | |
| JAPAN | 2 | 0 | 17 | 166 | 3,967 | 3 | 0 | 30 | 42 | 20,768 | |
| MEXICO | 59 | 67 | 210 | 340 | 2,319 | 137 | 126 | 597 | 820 | 4,977 | |
| OTHER | 100 | 91 | 150 | 243 | 813 | 231 | 376 | 413 | 959 | 2,745 | |
| Subtotal:----- | 3,935 | 4,096 | 5,902 | 7,063 | 46,293 | 5,970 | 6,707 | 10,138 | 12,715 | 79,245 | |
| FR. ORNG INC TMPL(NOV) | | | | | | | | | | | |
| MT | | | | | | | | | | | |
| CANADA | 33,207 | 25,980 | 118,476 | 107,222 | 206,881 | 15,324 | 12,941 | 57,534 | 54,822 | 100,853 | |
| JAPAN | 23,086 | 23,506 | 49,969 | 58,797 | 161,786 | 10,615 | 13,589 | 23,612 | 34,254 | 87,734 | |
| HONG KONG | 15,543 | 12,830 | 50,242 | 39,830 | 128,569 | 7,481 | 6,622 | 24,322 | 21,055 | 61,277 | |
| OTHER | 8,676 | 9,403 | 23,787 | 25,952 | 59,112 | 4,346 | 4,842 | 12,090 | 14,078 | 29,713 | |
| Subtotal:----- | 80,513 | 71,718 | 242,474 | 231,801 | 556,348 | 37,766 | 37,994 | 117,558 | 124,209 | 279,578 | |
| FR. GRPFRT(SEP) | | | | | | | | | | | |
| MT | | | | | | | | | | | |
| JAPAN | 27,315 | 62,994 | 130,169 | 167,544 | 222,775 | 12,783 | 31,493 | 66,216 | 88,699 | 108,744 | |
| EU 12 | 11,912 | 9,331 | 92,634 | 81,900 | 116,865 | 6,349 | 4,423 | 45,995 | 40,084 | 61,288 | |
| CANADA | 8,427 | 8,186 | 47,327 | 52,037 | 69,444 | 3,959 | 3,063 | 23,606 | 21,923 | 34,612 | |
| FRANCE | 6,077 | 4,320 | 42,590 | 31,190 | 51,050 | 3,041 | 2,014 | 21,011 | 16,262 | 25,344 | |
| NETHERLANDS | 2,986 | 3,679 | 23,896 | 21,329 | 29,021 | 1,636 | 845 | 11,394 | 10,242 | 14,005 | |
| OTHER | 6,243 | 7,221 | 17,496 | 19,329 | 31,919 | 2,975 | 3,248 | 8,689 | 9,411 | 15,609 | |
| Subtotal:----- | 53,897 | 87,732 | 287,627 | 320,809 | 441,003 | 26,066 | 42,227 | 144,505 | 160,117 | 220,253 | |
| FRESH FRUIT FR. TANGERINES(NOV) | | | | | | | | | | | |
| MT | | | | | | | | | | | |
| CANADA | 1,060 | 1,608 | 7,913 | 9,074 | 8,616 | 933 | 1,150 | 6,837 | 7,012 | 7,582 | |
| EU 12 | 109 | 426 | 593 | 843 | 648 | 85 | 217 | 467 | 452 | 506 | |
| OTHER | 32 | 284 | 119 | 488 | 180 | 16 | 239 | 205 | 472 | 254 | |
| Subtotal:----- | 1,201 | 2,317 | 8,626 | 10,405 | 9,444 | 1,033 | 1,606 | 7,509 | 7,936 | 8,342 | |

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
MAR 94

| COMMODITY AND COUNTRY | | QUANTITY | | | | | VALUE (1,000 DOLLARS) | | | | |
|---------------------------|----|--------------------|--------------------|-------------------|-------------------|--------------|-----------------------|--------------------|-------------------|-------------------|--------------|
| COUNTRY REGION | | CURR MO LAST YR | CURR MO CURR YR | YR TOT LAST YR | YR TOT CURR YR | LAST YEAR | CURR MO LAST YR | CURR MO CURR YR | YR TOT LAST YR | YR TOT CURR YR | LAST YEAR |
| CANNED FRUIT | | | | | | | | | | | |
| CND PEACH&NECT (JUN) | MT | | | | | | | | | | |
| JAPAN | | 776 | 443 | 4,573 | 4,025 | 5,812 | 838 | 492 | 5,000 | 4,605 | 6,391 |
| CANADA | | 474 | 152 | 2,166 | 2,302 | 2,691 | 525 | 197 | 2,616 | 2,714 | 3,212 |
| TAIWAN | | 164 | 141 | 2,059 | 1,483 | 2,460 | 151 | 123 | 1,751 | 1,237 | 2,106 |
| MEXICO | | 118 | 18 | 1,417 | 1,385 | 1,775 | 158 | 15 | 1,154 | 997 | 1,421 |
| HONG KONG | | 30 | 99 | 1,116 | 1,363 | 1,467 | 31 | 86 | 1,604 | 1,247 | 804 |
| OTHER | | 633 | 307 | 4,388 | 5,051 | 5,611 | 538 | 315 | 4,064 | 4,407 | 5,033 |
| Subtotal:----- | | 2,195 | 1,159 | 15,719 | 15,548 | 19,815 | 2,242 | 1,229 | 15,189 | 15,257 | 18,967 |
| CND PEARS (JUN) | MT | | | | | | | | | | |
| CANADA | | 158 | 186 | 1,263 | 1,283 | 1,508 | 178 | 194 | 1,319 | 1,313 | 1,579 |
| EU 12 | | 3 | 17 | 691 | 112 | 709 | 3 | 34 | 865 | 137 | 886 |
| JAPAN | | 39 | 41 | 409 | 371 | 506 | 45 | 39 | 443 | 411 | 555 |
| UNITED KINGDOM | | 18 | 0 | 466 | 0 | 466 | 0 | 0 | 662 | 0 | 662 |
| MEXICO | | 0 | 0 | 319 | 148 | 861 | 26 | 0 | 308 | 139 | 370 |
| OTHER | | 56 | 61 | 761 | 599 | 861 | 41 | 40 | 648 | 469 | 740 |
| Subtotal:----- | | 274 | 305 | 3,441 | 2,510 | 3,905 | 292 | 307 | 3,583 | 2,469 | 4,071 |
| CND PNEAPL (JAN) | MT | | | | | | | | | | |
| JAPAN | | 67 | 168 | 274 | 269 | 1,371 | 73 | 150 | 272 | 277 | 1,300 |
| CANADA | | 57 | 127 | 395 | 260 | 1,354 | 66 | 110 | 399 | 231 | 1,306 |
| MEXICO | | 3 | 6 | 110 | 36 | 786 | 3 | 6 | 90 | 28 | 643 |
| EU 12 | | 101 | 26 | 127 | 110 | 533 | 95 | 22 | 119 | 64 | 476 |
| GERMANY | | 49 | 26 | 149 | 110 | 245 | 46 | 22 | 46 | 94 | 224 |
| OTHER | | 27 | 21 | 120 | 44 | 373 | 26 | 17 | 108 | 45 | 253 |
| Subtotal:----- | | 255 | 347 | 1,026 | 719 | 4,417 | 262 | 305 | 989 | 675 | 3,977 |
| FRT MIXTURES (JUN) | MT | | | | | | | | | | |
| CANADA | | 589 | 490 | 5,261 | 5,051 | 6,542 | 784 | 602 | 7,151 | 6,316 | 8,786 |
| JAPAN | | 558 | 504 | 3,241 | 5,069 | 4,708 | 659 | 544 | 3,776 | 6,083 | 5,512 |
| HONG KONG | | 119 | 199 | 2,698 | 3,195 | 3,753 | 115 | 217 | 3,027 | 3,071 | 3,071 |
| PHILIPPINES | | 137 | 43 | 3,314 | 1,118 | 3,337 | 158 | 56 | 3,463 | 1,306 | 3,489 |
| SAUDI ARABIA | | 76 | 0 | 1,082 | 1,082 | 2,086 | 144 | 107 | 2,245 | 2,245 | 2,833 |
| SINGAPORE | | 99 | 99 | 2,315 | 2,088 | 2,662 | 144 | 107 | 2,245 | 2,245 | 2,833 |
| OTHER | | 964 | 577 | 9,489 | 5,683 | 10,797 | 1,116 | 626 | 9,573 | 6,825 | 11,198 |
| Subtotal:----- | | 2,580 | 1,912 | 29,267 | 23,586 | 34,896 | 3,010 | 2,152 | 30,763 | 27,924 | 37,386 |
| DRIED FRUIT | | | | | | | | | | | |
| DRD RAISINS (AUG) | MT | | | | | | | | | | |
| EU 12 | | 3,038 | 3,408 | 39,095 | 35,877 | 56,420 | 4,129 | 5,318 | 51,284 | 53,898 | 76,224 |
| UNITED KINGDOM | | 1,164 | 1,652 | 17,039 | 17,367 | 25,585 | 1,558 | 2,638 | 23,072 | 26,948 | 35,568 |
| JAPAN | | 2,592 | 2,015 | 15,462 | 16,601 | 23,290 | 3,511 | 2,962 | 20,216 | 24,649 | 31,573 |
| GERMANY | | 821 | 829 | 9,491 | 9,123 | 13,236 | 998 | 1,128 | 11,975 | 12,093 | 17,158 |
| CANADA | | 827 | 870 | 7,671 | 7,871 | 10,832 | 1,773 | 1,782 | 15,972 | 16,707 | 22,715 |
| DENMARK | | 356 | 260 | 5,155 | 3,885 | 7,205 | 473 | 369 | 6,297 | 5,743 | 8,998 |
| OTHER | | 2,050 | 3,083 | 27,515 | 26,732 | 35,256 | 2,864 | 5,084 | 36,978 | 42,416 | 49,675 |
| Subtotal:----- | | 8,505 | 9,377 | 89,697 | 87,081 | 125,798 | 12,278 | 15,146 | 124,450 | 137,669 | 180,188 |
| DRD PRUNES (AUG) | MT | | | | | | | | | | |
| EU 12 | | 5,346 | 1,720 | 35,729 | 19,964 | 48,625 | 7,089 | 4,041 | 50,166 | 45,119 | 69,456 |
| GERMANY | | 2,731 | 1,031 | 12,243 | 7,848 | 17,419 | 3,206 | 2,629 | 14,900 | 17,657 | 21,920 |
| JAPAN | | 1,452 | 1,160 | 10,416 | 9,589 | 15,311 | 2,398 | 2,927 | 16,683 | 21,383 | 25,815 |
| ITALY | | 987 | 254 | 9,130 | 4,523 | 11,874 | 1,580 | 739 | 15,678 | 11,866 | 20,608 |
| UNITED KINGDOM | | 586 | 134 | 5,557 | 2,437 | 7,498 | 701 | 245 | 6,764 | 4,321 | 9,401 |
| CANADA | | 545 | 375 | 3,446 | 3,236 | 5,052 | 1,162 | 908 | 7,588 | 5,533 | 10,820 |
| OTHER | | 1,054 | 963 | 14,797 | 10,671 | 18,937 | 1,522 | 2,258 | 21,240 | 22,702 | 28,288 |
| Subtotal:----- | | 8,397 | 4,218 | 64,388 | 43,460 | 87,925 | 12,171 | 10,134 | 95,677 | 96,737 | 134,380 |
| FRUIT JUICES (SSE) | | | | | | | | | | | |
| ORNG JU CNC (DEC) | KL | | | | | | | | | | |
| EU 12 | | 11,818 | 7,471 | 26,586 | 22,254 | 107,753 | 5,315 | 3,103 | 10,889 | 9,675 | 42,269 |
| CANADA | | 10,920 | 2,646 | 41,015 | 9,862 | 92,111 | 4,891 | 4,526 | 18,293 | 16,162 | 46,741 |
| FRANCE | | 6,529 | 3,739 | 14,913 | 14,117 | 42,560 | 2,878 | 1,678 | 6,163 | 5,890 | 18,467 |
| JAPAN | | 4,889 | 4,907 | 11,592 | 11,178 | 37,807 | 1,814 | 2,666 | 4,555 | 7,264 | 15,138 |
| KOREA, REPUBLIC | | 4,186 | 2,006 | 7,305 | 6,793 | 30,421 | 1,647 | 1,042 | 3,007 | 4,851 | 13,872 |
| NETHERLANDS | | 1,180 | 1,170 | 2,038 | 1,584 | 19,427 | 463 | 497 | 807 | 725 | 4,744 |
| OTHER | | 6,381 | 3,633 | 17,632 | 16,132 | 64,198 | 2,221 | 1,355 | 6,448 | 6,296 | 22,064 |
| Subtotal:----- | | 38,193 | 20,664 | 104,130 | 66,220 | 339,290 | 15,889 | 12,692 | 43,191 | 44,247 | 140,085 |
| ORNG JU NTCNC (DEC) | KL | | | | | | | | | | |
| CANADA | | 4,549 | 5,817 | 13,731 | 21,527 | 47,869 | 3,278 | 3,691 | 10,914 | 14,270 | 34,699 |
| EU 12 | | 877 | 1,015 | 5,644 | 6,866 | 23,888 | 522 | 621 | 3,979 | 3,928 | 15,598 |
| FRANCE | | 557 | 320 | 3,927 | 3,423 | 8,423 | 315 | 186 | 2,929 | 1,199 | 7,770 |
| BELGIUM-LUXEMBOU | | 67 | 113 | 243 | 1,094 | 2,262 | 61 | 81 | 1,665 | 692 | 4,278 |
| UNITED KINGDOM | | 249 | 575 | 1,121 | 2,997 | 5,108 | 144 | 339 | 761 | 1,741 | 3,071 |
| SWEDEN | | 186 | 183 | 1,331 | 884 | 4,763 | 189 | 180 | 1,515 | 1,824 | 5,257 |
| OTHER | | 1,573 | 2,043 | 4,927 | 5,657 | 16,194 | 1,169 | 1,546 | 4,392 | 4,392 | 12,453 |
| Subtotal:----- | | 7,185 | 9,057 | 25,632 | 34,935 | 92,714 | 5,157 | 6,038 | 19,984 | 23,414 | 68,006 |
| GRPFRT JU CNC (DEC) | KL | | | | | | | | | | |
| JAPAN | | 2,418 | 2,108 | 8,814 | 4,069 | 28,127 | 1,624 | 3,092 | 6,123 | 5,996 | 19,417 |
| EU 12 | | 2,134 | 1,154 | 4,856 | 3,020 | 20,014 | 953 | 495 | 1,952 | 1,370 | 9,297 |
| NETHERLANDS | | 864 | 68 | 1,181 | 375 | 7,935 | 434 | 62 | 667 | 197 | 3,861 |
| CANADA | | 767 | 200 | 2,573 | 538 | 7,066 | 552 | 349 | 1,853 | 908 | 5,268 |
| FRANCE | | 612 | 652 | 1,041 | 1,323 | 4,002 | 265 | 244 | 446 | 527 | 1,807 |
| UNITED KINGDOM | | 146 | 291 | 1,789 | 1,835 | 7,785 | 124 | 283 | 508 | 630 | 1,353 |
| OTHER | | 257 | 353 | 604 | 1,220 | 3,390 | 124 | 283 | 508 | 630 | 1,353 |
| Subtotal:----- | | 5,575 | 3,816 | 16,848 | 8,846 | 57,597 | 3,253 | 4,219 | 10,255 | 8,952 | 35,358 |
| FRESH VEGETABLES | | | | | | | | | | | |
| FR ASPARAGUS (OCT) | MT | | | | | | | | | | |
| CANADA | | 1,110 | 838 | 2,349 | 1,598 | 9,868 | 2,255 | 2,082 | 5,593 | 4,431 | 21,592 |
| JAPAN | | 2,489 | 3,363 | 5,592 | 5,285 | 7,498 | 3,084 | 11,677 | 13,593 | 20,841 | 29,584 |
| EU 12 | | 781 | 585 | 1,132 | 2,295 | 7,866 | 2,256 | 1,582 | 3,350 | 2,361 | 5,507 |
| SWITZERLAND | | 926 | 1,216 | 1,118 | 1,574 | 1,794 | 2,468 | 3,881 | 3,045 | 5,213 | 4,985 |
| OTHER | | 16 | 36 | 43 | 51 | 264 | 61 | 176 | 159 | 224 | 846 |
| Subtotal:----- | | 5,322 | 6,038 | 8,234 | 9,303 | 21,289 | 16,125 | 19,397 | 25,513 | 32,670 | 62,514 |
| FR ONIONS (OCT) | MT | | | | | | | | | | |
| CANADA | | 8,270 | 5,779 | 46,298 | 39,568 | 117,151 | 3,468 | 2,798 | 19,660 | 19,586 | 47,955 |
| JAPAN | | 10 | 2,888 | 2,120 | 4,731 | 28,107 | 11 | 1,181 | 513 | 1,660 | 9,044 |
| MEXICO | | 429 | 0 | 17,405 | 8,914 | 21,278 | 212 | 0 | 5,592 | 2,680 | 6,759 |
| OTHER | | 132 | 826 | 8,333 | 7,106 | 16,469 | 130 | 676 | 4,738 | 3,591 | 8,083 |
| Subtotal:----- | | 8,841 | 9,493 | 74,155 | 60,318 | 183,006 | 3,822 | 4,654 | 30,503 | 27,517 | 71,841 |
| CANNED VEGETABLES | | | | | | | | | | | |
| CND SWT CORN (AUG) | MT | | | | | | | | | | |
| EU 12 | | 6,945 | 2,252 | 35,379 | 30,658 | 55,436 | 4,862 | 1,626 | 25,418 | 21,991 | 39,589 |
| JAPAN | | 5,438 | 4,286 | 32,969 | 40,684 | 50,125 | 4,303 | 3,503 | 26,369 | 32,465 | 39,778 |
| UNITED KINGDOM | | 2,235 | 763 | 14,301 | 8,334 | 21,814 | 1,525 | 542 | 10,092 | 5,823 | 15,301 |
| GERMANY | | 3,312 | 642 | 12,179 | 6,144 | 17,723 | 6,088 | 432 | 8,881 | 6,412 | 12,902 |
| TAIWAN | | 3,472 | 931 | 12,310 | 10,004 | 17,512 | 1,092 | 941 | 10,929 | 7,018 | 15,497 |
| HONG KONG | | 1,008 | 906 | 10,803 | 9,352 | 15,846 | 408 | 699 | 5,393 | 7,209 | 8,313 |
| OTHER | | 2,995 | 2,460 | 20,148 | 19,452 | 33,205 | 2,437 | 2,240 | 15,627 | 16,097 | 25,641 |
| Subtotal:----- | | 17,858 | 10,836 | 111,610 | 110,151 | 172,124 | 13,103 | 9,009 | 83,736 | 86,780 | 128,818 |

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
MAR 94

| COMMODITY AND COUNTRY | | | QUANTITY | | | | | | VALUE (1,000 DOLLARS) | | | | | |
|-----------------------|--------|--|----------|------------|---------|---------|---------|---------|-----------------------|---------|---------|---------|--|--|
| COUNTRY | REGION | | CURR YR | NO CURR YR | YR TDT | YR TDT | LAST YR | CURR YR | NO CURR YR | YR TDT | YR TDT | LAST YR | | |
| CND TOM PAS(JUL) | MT | | | | | | | | | | | | | |
| CANADA | | | 4,323 | 3,680 | 36,276 | 32,444 | 46,004 | 3,487 | 2,936 | 29,738 | 27,791 | 38,098 | | |
| KOREA, REPUBLIC | | | 498 | 746 | 4,173 | 4,235 | 4,638 | 415 | 617 | 3,492 | 3,850 | 3,875 | | |
| JAPAN | | | 636 | 738 | 2,811 | 6,597 | 3,835 | 510 | 555 | 2,094 | 5,513 | 2,842 | | |
| PHILIPPINES | | | 17 | 749 | 2,780 | 3,210 | 3,517 | 13 | 543 | 1,936 | 1,310 | 2,434 | | |
| OTHER | | | 1,344 | 973 | 6,407 | 16,003 | 8,816 | 1,073 | 771 | 5,133 | 12,338 | 7,157 | | |
| Subtotal:----- | | | 6,819 | 6,886 | 52,447 | 62,489 | 66,811 | 5,498 | 5,422 | 42,394 | 51,802 | 54,406 | | |
| CND TOM SAUCE(JUL) | MT | | | | | | | | | | | | | |
| CANADA | | | 5,547 | 4,475 | 33,910 | 35,740 | 46,201 | 5,299 | 4,682 | 33,843 | 36,595 | 45,466 | | |
| MEXICO | | | 549 | 643 | 4,167 | 4,410 | 6,169 | 367 | 329 | 2,689 | 2,806 | 3,913 | | |
| JAPAN | | | 467 | 482 | 4,291 | 4,019 | 5,500 | 371 | 559 | 3,837 | 4,362 | 4,941 | | |
| OTHER | | | 902 | 3,382 | 8,752 | 12,244 | 11,559 | 1,010 | 3,183 | 8,948 | 12,890 | 11,773 | | |
| Subtotal:----- | | | 7,466 | 8,982 | 51,119 | 56,413 | 69,428 | 7,046 | 8,754 | 49,316 | 56,653 | 66,093 | | |
| FRZN VEGETABLES | | | | | | | | | | | | | | |
| FZN SWT CORN(JUL) | MT | | | | | | | | | | | | | |
| JAPAN | | | 2,997 | 3,465 | 26,223 | 30,985 | 35,306 | 2,588 | 3,187 | 22,750 | 27,631 | 30,277 | | |
| AUSTRALIA | | | 488 | 301 | 4,516 | 4,682 | 5,498 | 423 | 224 | 3,434 | 3,510 | 4,164 | | |
| HONG KONG | | | 266 | 233 | 3,552 | 3,330 | 4,516 | 197 | 224 | 2,526 | 2,528 | 3,163 | | |
| MEXICO | | | 314 | 478 | 2,544 | 2,034 | 3,366 | 195 | 271 | 1,629 | 1,270 | 2,114 | | |
| CANADA | | | 167 | 477 | 2,604 | 2,249 | 3,041 | 104 | 398 | 1,864 | 1,808 | 2,133 | | |
| OTHER | | | 719 | 776 | 5,906 | 5,661 | 8,026 | 599 | 736 | 4,809 | 5,138 | 6,687 | | |
| Subtotal:----- | | | 4,950 | 5,731 | 45,445 | 48,940 | 59,754 | 4,106 | 5,041 | 37,012 | 41,885 | 48,538 | | |
| FZN F FRY(JUL) | MT | | | | | | | | | | | | | |
| JAPAN | | | 11,847 | 12,919 | 91,792 | 99,289 | 123,736 | 8,178 | 9,319 | 63,618 | 70,129 | 86,084 | | |
| KOREA, REPUBLIC | | | 1,201 | 1,971 | 9,600 | 12,607 | 13,959 | 879 | 1,224 | 7,453 | 8,263 | 10,376 | | |
| HONG KONG | | | 1,103 | 882 | 8,156 | 8,584 | 11,260 | 695 | 565 | 5,117 | 5,537 | 7,107 | | |
| OTHER | | | 4,392 | 6,448 | 40,553 | 55,643 | 53,587 | 3,502 | 4,985 | 30,258 | 41,156 | 40,111 | | |
| Subtotal:----- | | | 18,543 | 22,220 | 150,102 | 176,124 | 202,543 | 13,254 | 16,092 | 106,445 | 125,086 | 143,678 | | |
| TREE NUTS | | | | | | | | | | | | | | |
| ALMONDS UNSH(JUL) | MT | | | | | | | | | | | | | |
| INDIA | | | 649 | 122 | 8,036 | 3,440 | 8,926 | 977 | 331 | 12,005 | 9,914 | 14,037 | | |
| JAPAN | | | 579 | 608 | 3,187 | 4,690 | 3,905 | 1,941 | 1,614 | 9,445 | 11,463 | 11,168 | | |
| EU 12 | | | 165 | 0 | 1,024 | 669 | 1,108 | 255 | 0 | 1,622 | 1,232 | 1,832 | | |
| OTHER | | | 157 | 213 | 2,103 | 1,719 | 2,374 | 506 | 494 | 4,749 | 4,175 | 5,626 | | |
| Subtotal:----- | | | 1,550 | 943 | 14,350 | 10,518 | 16,313 | 3,679 | 2,439 | 27,820 | 26,784 | 32,664 | | |
| ALMND SH/PREP(JUL) | MT | | | | | | | | | | | | | |
| EU 12 | | | 7,231 | 8,992 | 79,944 | 71,161 | 95,640 | 23,742 | 42,606 | 259,485 | 312,864 | 316,044 | | |
| GERMANY | | | 3,839 | 2,698 | 40,825 | 32,115 | 47,451 | 12,139 | 12,049 | 127,760 | 137,667 | 151,505 | | |
| JAPAN | | | 1,298 | 1,680 | 15,913 | 16,214 | 19,947 | 4,905 | 5,544 | 58,697 | 82,831 | 74,387 | | |
| UNITED KINGDOM | | | 969 | 1,249 | 10,259 | 9,520 | 12,584 | 3,065 | 5,574 | 32,833 | 39,365 | 40,895 | | |
| NETHERLANDS | | | 794 | 1,773 | 10,314 | 9,520 | 12,594 | 3,065 | 5,574 | 32,833 | 39,365 | 40,895 | | |
| CANADA | | | 807 | 814 | 7,877 | 7,926 | 9,996 | 2,843 | 3,437 | 26,935 | 31,755 | 34,463 | | |
| OTHER | | | 4,066 | 3,001 | 35,138 | 33,509 | 42,887 | 11,812 | 13,942 | 111,479 | 142,659 | 139,537 | | |
| Subtotal:----- | | | 13,402 | 14,486 | 138,873 | 128,810 | 168,469 | 43,302 | 69,530 | 456,595 | 570,108 | 564,432 | | |
| WALNUTS SH(AUG) | MT | | | | | | | | | | | | | |
| EU 12 | | | 58 | 277 | 8,090 | 6,469 | 8,339 | 336 | 673 | 20,354 | 13,805 | 20,982 | | |
| JAPAN | | | 372 | 379 | 2,358 | 3,401 | 3,843 | 1,476 | 2,143 | 10,146 | 18,442 | 16,726 | | |
| GERMANY | | | 44 | 40 | 3,050 | 850 | 3,280 | 249 | 58 | 6,563 | 2,069 | 7,106 | | |
| CANADA | | | 274 | 309 | 2,013 | 1,589 | 2,353 | 798 | 965 | 7,856 | 5,073 | 9,456 | | |
| SPAIN | | | 8 | 35 | 1,795 | 1,199 | 1,807 | 51 | 167 | 4,766 | 3,354 | 4,833 | | |
| ITALY | | | 0 | 144 | 1,013 | 2,190 | 4,013 | 0 | 277 | 2,074 | 4,013 | 2,074 | | |
| OTHER | | | 161 | 426 | 3,373 | 3,793 | 4,023 | 711 | 1,921 | 11,524 | 15,978 | 14,533 | | |
| Subtotal:----- | | | 866 | 1,393 | 15,833 | 15,252 | 18,558 | 3,321 | 5,702 | 49,881 | 53,297 | 61,696 | | |
| WALNUTS UNSH(AUG) | MT | | | | | | | | | | | | | |
| EU 12 | | | 0 | 757 | 30,594 | 35,855 | 30,827 | 0 | 1,272 | 61,261 | 67,960 | 61,544 | | |
| SPAIN | | | 0 | 175 | 9,993 | 9,889 | 9,993 | 0 | 277 | 19,606 | 18,297 | 19,606 | | |
| GERMANY | | | 0 | 207 | 6,589 | 8,278 | 6,675 | 0 | 365 | 13,403 | 15,652 | 13,521 | | |
| NETHERLANDS | | | 0 | 19 | 5,541 | 8,536 | 5,551 | 0 | 34 | 11,599 | 16,328 | 11,635 | | |
| ITALY | | | 0 | 268 | 4,501 | 5,830 | 4,501 | 0 | 448 | 8,853 | 11,238 | 8,853 | | |
| OTHER | | | 434 | 282 | 5,870 | 7,033 | 6,371 | 961 | 454 | 12,829 | 14,830 | 13,918 | | |
| Subtotal:----- | | | 435 | 1,038 | 36,464 | 42,888 | 37,199 | 961 | 1,726 | 74,090 | 82,790 | 75,463 | | |
| HOPS&PRODUCTS | | | | | | | | | | | | | | |
| HOP PELTS(SEP) | MT | | | | | | | | | | | | | |
| BRAZIL | | | 355 | 344 | 1,063 | 841 | 1,369 | 1,609 | 1,393 | 4,838 | 3,837 | 6,191 | | |
| CANADA | | | 147 | 144 | 511 | 656 | 1,041 | 1,016 | 925 | 3,520 | 4,386 | 7,124 | | |
| EU 12 | | | 63 | 96 | 550 | 454 | 724 | 630 | 302 | 3,278 | 2,688 | 4,588 | | |
| MEXICO | | | 0 | 93 | 127 | 93 | 483 | 0 | 615 | 844 | 615 | 3,291 | | |
| COLOMBIA | | | 0 | 0 | 443 | 54 | 443 | 0 | 0 | 3,510 | 322 | 3,510 | | |
| GERMANY | | | 0 | 75 | 301 | 126 | 335 | 0 | 223 | 1,606 | 565 | 1,819 | | |
| OTHER | | | 61 | 58 | 812 | 659 | 1,053 | 364 | 175 | 4,661 | 2,851 | 5,984 | | |
| Subtotal:----- | | | 625 | 735 | 3,505 | 2,757 | 5,113 | 3,620 | 3,410 | 20,652 | 14,699 | 30,688 | | |
| HOP EXTRACT(SEP) | MT | | | | | | | | | | | | | |
| EU 12 | | | 99 | 157 | 1,063 | 847 | 1,458 | 2,075 | 1,836 | 16,934 | 12,830 | 24,964 | | |
| GERMANY | | | 42 | 45 | 551 | 310 | 710 | 750 | 559 | 9,257 | 4,053 | 11,849 | | |
| MEXICO | | | 102 | 321 | 671 | 1,686 | 706 | 982 | 1,749 | 11,718 | 11,307 | 12,127 | | |
| BRAZIL | | | 0 | 129 | 349 | 394 | 402 | 0 | 755 | 2,111 | 3,675 | 3,040 | | |
| NETHERLANDS | | | 0 | 66 | 136 | 195 | 278 | 0 | 753 | 1,873 | 4,439 | 5,119 | | |
| KOREA, REPUBLIC | | | 0 | 33 | 65 | 70 | 258 | 0 | 327 | 997 | 1,196 | 2,668 | | |
| OTHER | | | 168 | 75 | 808 | 744 | 1,081 | 3,075 | 1,110 | 17,552 | 14,731 | 22,356 | | |
| Subtotal:----- | | | 369 | 715 | 2,956 | 3,739 | 3,905 | 6,133 | 5,778 | 49,312 | 43,738 | 65,154 | | |
| HOPS,NSPF(SEP) | MT | | | | | | | | | | | | | |
| EU 12 | | | 268 | 206 | 1,903 | 992 | 2,073 | 1,368 | 705 | 10,182 | 4,343 | 10,842 | | |
| GERMANY | | | 251 | 206 | 1,163 | 716 | 1,662 | 1,253 | 705 | 7,848 | 2,765 | 8,379 | | |
| UNITED KINGDOM | | | 17 | 0 | 297 | 268 | 305 | 115 | 0 | 1,813 | 1,468 | 1,856 | | |
| JAPAN | | | 0 | 71 | 204 | 231 | 206 | 0 | 458 | 1,143 | 1,417 | 1,149 | | |
| OTHER | | | 24 | 52 | 246 | 255 | 333 | 274 | 516 | 2,818 | 2,701 | 4,091 | | |
| Subtotal:----- | | | 292 | 330 | 2,354 | 1,477 | 2,612 | 1,642 | 1,679 | 14,142 | 8,461 | 16,082 | | |
| WINE | | | | | | | | | | | | | | |
| GRAPE WINE(JAN) | KL | | | | | | | | | | | | | |
| EU 12 | | | 4,162 | 2,664 | 9,927 | 5,909 | 45,115 | 5,450 | 4,443 | 13,318 | 10,726 | 66,545 | | |
| CANADA | | | 2,863 | 3,866 | 7,572 | 7,992 | 32,584 | 3,377 | 4,399 | 9,374 | 9,863 | 45,078 | | |
| UNITED KINGDOM | | | 1,829 | 1,268 | 4,349 | 2,617 | 24,121 | 2,861 | 2,349 | 6,654 | 5,237 | 38,803 | | |
| JAPAN | | | 967 | 1,254 | 2,551 | 2,932 | 12,347 | 1,385 | 1,932 | 3,848 | 4,549 | 17,774 | | |
| DENMARK | | | 344 | 446 | 2,084 | 2,932 | 6,559 | 742 | 521 | 7,690 | 6,312 | 17,774 | | |
| OTHER | | | 2,090 | 3,625 | 5,937 | 8,596 | 26,903 | 2,864 | 4,376 | 7,954 | 11,562 | 36,079 | | |
| Subtotal:----- | | | 10,081 | 11,409 | 25,987 | 25,428 | 116,948 | 13,076 | 15,151 | 34,493 | 36,700 | 165,476 | | |

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
MAR 94

| COMMODITY AND COUNTRY | | QUANTITY | | | | | VALUE (1,000 DOLLARS) | | | | |
|-----------------------|----|--------------------|--------------------|-------------------|-------------------|--------------|-----------------------|--------------------|-------------------|-------------------|--------------|
| COUNTRY REGION | | CURR MO LAST YR | CURR MO CURR YR | YR TDT LAST YR | YR TDT CURR YR | LAST YEAR | CURR MO LAST YR | CURR MO CURR YR | YR TDT LAST YR | YR TDT CURR YR | LAST YEAR |
| FR FRUIT & NUTS | | | | | | | | | | | |
| FR APPLES (JUL) | MT | | | | | | | | | | |
| NEW ZEALAND | | 291 | 438 | 575 | 2,734 | 28,513 | 239 | 358 | 572 | 3,033 | 30,602 |
| CANADA | | 5,310 | 2,229 | 36,966 | 26,803 | 46,611 | 1,907 | 1,188 | 13,096 | 11,923 | 16,772 |
| OTHER | | 4,816 | 5,369 | 10,010 | 16,221 | 35,277 | 1,625 | 1,877 | 4,692 | 8,152 | 18,006 |
| Subtotal:----- | | 10,417 | 8,036 | 47,550 | 45,758 | 110,401 | 3,771 | 3,424 | 18,360 | 23,107 | 65,380 |
| FR PEARS (JUL) | MT | | | | | | | | | | |
| CHILE | | 13,343 | 11,348 | 29,747 | 27,628 | 44,689 | 4,431 | 4,514 | 9,955 | 10,038 | 14,858 |
| ARGENTINA | | 3,711 | 3,833 | 6,690 | 6,875 | 14,604 | 2,476 | 1,980 | 4,205 | 3,782 | 9,230 |
| OTHER | | 93 | 912 | 2,271 | 2,792 | 5,479 | 121 | 733 | 5,335 | 5,768 | 8,178 |
| Subtotal:----- | | 17,146 | 16,093 | 38,708 | 37,294 | 64,772 | 7,027 | 7,227 | 19,495 | 19,589 | 32,266 |
| APRICOT (MAY) | MT | | | | | | | | | | |
| CHILE | | 0 | 0 | 699 | 781 | 699 | 0 | 0 | 441 | 489 | 441 |
| NEW ZEALAND | | 14 | 0 | 158 | 157 | 158 | 26 | 0 | 405 | 283 | 405 |
| OTHER | | 0 | 37 | 38 | 103 | 55 | 0 | 110 | 92 | 221 | 132 |
| Subtotal:----- | | 14 | 37 | 894 | 1,042 | 911 | 26 | 110 | 938 | 993 | 978 |
| PEACH-NEC (MAY) | MT | | | | | | | | | | |
| CHILE | | 6,949 | 4,588 | 40,833 | 42,869 | 40,869 | 4,323 | 2,973 | 25,786 | 27,590 | 25,810 |
| OTHER | | 74 | 26 | 983 | 252 | 1,088 | 140 | 32 | 804 | 240 | 997 |
| Subtotal:----- | | 7,022 | 4,614 | 41,816 | 43,121 | 41,956 | 4,463 | 3,005 | 26,590 | 27,830 | 26,807 |
| PLUM-PRUNE (MAY) | MT | | | | | | | | | | |
| CHILE | | 5,814 | 4,333 | 21,931 | 19,127 | 23,893 | 3,663 | 2,907 | 13,882 | 12,739 | 15,116 |
| OTHER | | 0 | 23 | 98 | 122 | 98 | 0 | 15 | 80 | 117 | 80 |
| Subtotal:----- | | 5,814 | 4,355 | 22,029 | 19,249 | 23,990 | 3,663 | 2,922 | 13,961 | 12,856 | 15,196 |
| FRESH GRAPES (MAY) | MT | | | | | | | | | | |
| CHILE | | 92,392 | 76,983 | 244,872 | 213,465 | 284,846 | 63,994 | 56,240 | 179,470 | 163,409 | 207,103 |
| MEXICO | | 0 | 0 | 37,056 | 41,305 | 37,056 | 0 | 0 | 67,144 | 56,211 | 67,144 |
| OTHER | | 20 | 310 | 1,940 | 1,279 | 2,023 | 14 | 410 | 790 | 1,080 | 854 |
| Subtotal:----- | | 92,413 | 77,293 | 283,868 | 256,048 | 323,924 | 64,009 | 56,649 | 247,403 | 219,700 | 275,101 |
| FR RASPBRY (JAN) | MT | | | | | | | | | | |
| CANADA | | 0 | 0 | 0 | 0 | 5,122 | 0 | 0 | 0 | 0 | 9,292 |
| OTHER | | 148 | 229 | 380 | 520 | 1,774 | 209 | 385 | 596 | 865 | 1,484 |
| Subtotal:----- | | 147 | 229 | 380 | 520 | 5,896 | 209 | 385 | 596 | 865 | 10,776 |
| FR STRAWBRIS (JAN) | MT | | | | | | | | | | |
| MEXICO | | 3,785 | 4,454 | 5,870 | 7,507 | 12,747 | 7,872 | 8,648 | 11,517 | 16,194 | 17,985 |
| OTHER | | 25 | 1 | 241 | 92 | 1,480 | 29 | 2 | 421 | 197 | 3,491 |
| Subtotal:----- | | 3,810 | 4,455 | 6,112 | 7,599 | 14,227 | 7,900 | 8,649 | 11,938 | 16,391 | 21,476 |
| FR BANANA (JAN) | MT | | | | | | | | | | |
| COSTA RICA | | 74,333 | 69,358 | 241,182 | 183,506 | 922,519 | 23,427 | 20,674 | 71,700 | 52,716 | 272,504 |
| ECUADOR | | 74,670 | 68,909 | 193,806 | 204,161 | 761,367 | 20,693 | 17,825 | 53,275 | 52,483 | 205,877 |
| COLOMBIA | | 51,865 | 72,599 | 144,198 | 168,487 | 596,321 | 14,613 | 21,261 | 40,667 | 49,133 | 166,146 |
| OTHER | | 116,811 | 102,727 | 287,722 | 294,877 | 1,232,936 | 37,281 | 29,337 | 89,120 | 75,100 | 350,376 |
| Subtotal:----- | | 317,678 | 313,592 | 866,907 | 851,032 | 3,513,144 | 96,014 | 89,097 | 250,761 | 229,433 | 994,903 |
| FR MANGO (JAN) | MT | | | | | | | | | | |
| MEXICO | | 5,129 | 2,728 | 5,482 | 3,544 | 94,439 | 5,618 | 2,221 | 5,887 | 3,008 | 71,626 |
| OTHER | | 868 | 807 | 3,760 | 3,104 | 16,518 | 633 | 755 | 4,047 | 3,426 | 15,619 |
| Subtotal:----- | | 5,998 | 3,534 | 9,242 | 6,648 | 110,957 | 6,251 | 2,976 | 9,934 | 6,434 | 87,245 |
| FR PINAPLE (JAN) | MT | | | | | | | | | | |
| COSTA RICA | | 7,202 | 7,712 | 17,607 | 18,207 | 72,226 | 3,065 | 3,111 | 7,631 | 7,425 | 30,880 |
| HONDURAS | | 3,130 | 3,414 | 6,722 | 8,918 | 26,273 | 854 | 939 | 1,797 | 2,454 | 7,482 |
| OTHER | | 3,619 | 1,524 | 9,209 | 2,940 | 25,896 | 828 | 357 | 2,217 | 806 | 6,986 |
| Subtotal:----- | | 13,951 | 12,650 | 33,538 | 30,065 | 124,395 | 4,747 | 4,408 | 11,645 | 10,685 | 45,348 |
| FR CANTLPE (MAY) | MT | | | | | | | | | | |
| MEXICO | | 8,904 | 11,320 | 80,765 | 45,781 | 104,864 | 1,667 | 2,631 | 24,193 | 12,977 | 29,666 |
| COSTA RICA | | 10,773 | 9,486 | 24,183 | 28,279 | 35,094 | 6,486 | 4,608 | 13,445 | 13,155 | 19,796 |
| HONDURAS | | 7,017 | 13,033 | 45,364 | 48,473 | 55,437 | 1,774 | 2,786 | 11,986 | 11,018 | 14,510 |
| OTHER | | 6,917 | 8,710 | 35,713 | 42,069 | 45,451 | 2,009 | 2,439 | 8,963 | 12,001 | 11,533 |
| Subtotal:----- | | 33,611 | 42,548 | 186,024 | 164,601 | 240,846 | 11,936 | 12,463 | 58,587 | 49,151 | 75,505 |
| FR MELON,OT (MAY) | MT | | | | | | | | | | |
| MEXICO | | 4,937 | 2,058 | 45,604 | 34,984 | 51,787 | 1,327 | 731 | 16,138 | 12,441 | 17,944 |
| COSTA RICA | | 12,202 | 13,905 | 16,801 | 21,332 | 24,845 | 5,331 | 5,616 | 7,765 | 8,632 | 11,269 |
| OTHER | | 8,594 | 8,649 | 36,998 | 37,762 | 45,268 | 2,966 | 2,645 | 11,932 | 12,602 | 14,826 |
| Subtotal:----- | | 25,733 | 24,612 | 99,403 | 94,078 | 121,899 | 9,624 | 8,992 | 35,835 | 33,715 | 44,039 |
| FR ORANGES (NOV) | MT | | | | | | | | | | |
| AUSTRALIA | | 0 | 0 | 0 | 0 | 4,556 | 0 | 0 | 0 | 2 | 6,267 |
| OTHER | | 876 | 825 | 3,285 | 3,204 | 5,795 | 335 | 378 | 1,342 | 1,553 | 2,007 |
| Subtotal:----- | | 876 | 825 | 3,285 | 3,205 | 10,350 | 335 | 384 | 1,342 | 1,564 | 8,274 |
| CANNED FRUIT | | | | | | | | | | | |
| CND MANDRN (JAN) | MT | | | | | | | | | | |
| EU 12 | | 2,967 | 4,435 | 5,650 | 9,288 | 19,589 | 2,712 | 3,327 | 5,302 | 7,061 | 18,494 |
| SPAIN | | 2,967 | 4,435 | 5,649 | 9,154 | 19,569 | 2,712 | 3,327 | 5,300 | 6,939 | 18,474 |
| CHINA, PEOPLES R | | 793 | 981 | 2,857 | 2,820 | 19,713 | 673 | 600 | 2,409 | 1,955 | 16,285 |
| OTHER | | 100 | 30 | 219 | 105 | 988 | 154 | 36 | 289 | 107 | 1,163 |
| Subtotal:----- | | 3,860 | 5,445 | 8,726 | 12,213 | 40,290 | 3,538 | 3,963 | 8,000 | 9,123 | 35,942 |
| CND BLK OLV (NOV) | MT | | | | | | | | | | |
| EU 12 | | 1,148 | 1,234 | 4,412 | 6,004 | 12,275 | 2,416 | 2,392 | 9,597 | 11,240 | 24,927 |
| SPAIN | | 962 | 1,014 | 3,707 | 4,997 | 10,260 | 1,935 | 1,931 | 7,662 | 8,974 | 19,913 |
| MOROCCO | | 56 | 356 | 1,229 | 1,067 | 2,661 | 106 | 636 | 2,220 | 1,859 | 4,733 |
| OTHER | | 4 | 19 | 49 | 79 | 125 | 9 | 18 | 81 | 133 | 236 |
| Subtotal:----- | | 1,207 | 1,608 | 5,689 | 7,150 | 15,061 | 2,531 | 3,046 | 11,898 | 13,232 | 29,896 |
| CND GRN OLV (NOV) | MT | | | | | | | | | | |
| EU 12 | | 4,011 | 3,843 | 16,988 | 15,598 | 41,192 | 10,638 | 9,770 | 45,200 | 39,314 | 104,739 |
| SPAIN | | 3,924 | 3,793 | 16,591 | 15,241 | 40,160 | 10,486 | 9,682 | 44,532 | 38,695 | 102,781 |
| OTHER | | 229 | 191 | 867 | 856 | 2,058 | 333 | 221 | 1,366 | 1,181 | 3,331 |
| Subtotal:----- | | 4,240 | 4,034 | 17,855 | 16,454 | 43,249 | 10,971 | 9,991 | 46,566 | 40,496 | 108,070 |
| CND PEACH (JUN) | MT | | | | | | | | | | |
| EU 12 | | 1,284 | 1,356 | 19,126 | 14,300 | 20,063 | 824 | 766 | 13,168 | 8,237 | 13,745 |
| GREECE | | 1,282 | 1,281 | 18,090 | 13,093 | 19,021 | 816 | 722 | 12,432 | 7,479 | 12,996 |
| OTHER | | 37 | 194 | 1,578 | 4,178 | 1,858 | 29 | 78 | 1,178 | 2,123 | 1,363 |
| Subtotal:----- | | 1,321 | 1,551 | 20,703 | 18,478 | 21,921 | 853 | 845 | 14,346 | 10,359 | 15,109 |
| CND PINAPLE (JAN) | MT | | | | | | | | | | |
| THAILAND | | 16,970 | 15,438 | 47,464 | 45,154 | 172,014 | 10,868 | 8,280 | 30,627 | 23,651 | 101,834 |
| PHILIPPINES | | 10,916 | 11,780 | 31,933 | 37,785 | 128,465 | 7,743 | 7,981 | 22,389 | 25,677 | 88,280 |
| OTHER | | 2,042 | 3,702 | 7,645 | 10,729 | 41,758 | 1,154 | 1,366 | 3,847 | 4,043 | 16,877 |
| Subtotal:----- | | 29,929 | 30,920 | 87,042 | 93,667 | 342,237 | 19,765 | 17,627 | 56,863 | 53,371 | 206,991 |
| DRIED FRUIT | | | | | | | | | | | |
| DRD APRCT (JUL) | MT | | | | | | | | | | |
| TURKEY | | 957 | 653 | 7,551 | 6,720 | 10,217 | 2,081 | 1,847 | 17,569 | 17,246 | 23,134 |
| OTHER | | 7 | 90 | 208 | 462 | 299 | 18 | 271 | 485 | 1,147 | 729 |
| Subtotal:----- | | 964 | 743 | 7,759 | 7,182 | 10,516 | 2,099 | 2,118 | 18,055 | 18,393 | 23,863 |

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
MAR 94

| COMMODITY AND COUNTRY | | QUANTITY | | | | | VALUE (1,000 DOLLARS) | | | | |
|-----------------------|----|--------------------|--------------------|-------------------|-------------------|--------------|-----------------------|--------------------|-------------------|-------------------|--------------|
| COUNTRY REGION | | CURR MO LAST YR | CURR MO CURR YR | YR TOT LAST YR | YR TOT CURR YR | LAST YEAR | CURR MO LAST YR | CURR MO CURR YR | YR TOT LAST YR | YR TOT CURR YR | LAST YEAR |
| DATES (SEP) | MT | | | | | | | | | | |
| PAKISTAN | | 587 | 807 | 2,479 | 2,275 | 3,720 | 654 | 762 | 2,733 | 2,360 | 4,036 |
| CHINA, PEOPLES R | | 99 | 60 | 518 | 330 | 1,090 | 70 | 46 | 550 | 412 | 1,152 |
| OTHER | | 121 | 55 | 530 | 310 | 689 | 250 | 105 | 1,019 | 666 | 1,330 |
| Subtotal:----- | | 807 | 923 | 3,527 | 2,914 | 5,498 | 974 | 913 | 4,302 | 3,438 | 6,518 |
| DRD FIG (SEP) | MT | | | | | | | | | | |
| EU 12 | | 2 | 0 | 969 | 761 | 969 | 5 | 0 | 2,403 | 1,820 | 2,403 |
| GREECE | | 2 | 0 | 943 | 727 | 943 | 5 | 0 | 2,301 | 1,695 | 2,301 |
| TURKEY | | 76 | 98 | 398 | 856 | 1,240 | 40 | 106 | 705 | 1,337 | 1,300 |
| OTHER | | 0 | 54 | 356 | 1,263 | 562 | 0 | 38 | 172 | 614 | 266 |
| Subtotal:----- | | 77 | 153 | 1,723 | 2,881 | 2,771 | 45 | 144 | 3,280 | 3,771 | 3,969 |
| DRD RAISIN (AUG) | MT | | | | | | | | | | |
| MEXICO | | 215 | 0 | 3,472 | 3,413 | 3,662 | 198 | 0 | 2,384 | 3,151 | 2,508 |
| CHILE | | 0 | 0 | 369 | 507 | 1,441 | 0 | 0 | 433 | 618 | 1,774 |
| TURKEY | | 139 | 200 | 989 | 1,850 | 1,526 | 152 | 217 | 1,073 | 1,882 | 1,655 |
| OTHER | | 2 | 105 | 26 | 327 | 87 | 4 | 75 | 53 | 347 | 134 |
| Subtotal:----- | | 357 | 304 | 4,856 | 6,097 | 6,717 | 353 | 292 | 3,943 | 5,999 | 6,070 |
| FRUIT JUICE (SSE) | | | | | | | | | | | |
| APPLE JUIC (JUL) | KL | | | | | | | | | | |
| EU 12 | | 24,788 | 31,154 | 155,119 | 177,183 | 229,468 | 7,038 | 6,430 | 49,907 | 37,862 | 69,762 |
| ARGENTINA | | 2,297 | 2,198 | 134,599 | 218,600 | 222,727 | 514 | 368 | 41,168 | 41,050 | 58,379 |
| GERMANY | | 18,772 | 25,310 | 128,455 | 138,366 | 186,794 | 5,410 | 5,543 | 40,121 | 30,094 | 56,118 |
| OTHER | | 17,468 | 42,915 | 285,044 | 379,323 | 369,967 | 5,726 | 8,176 | 96,730 | 77,904 | 118,171 |
| Subtotal:----- | | 44,553 | 76,268 | 574,762 | 775,105 | 822,162 | 13,278 | 14,973 | 187,805 | 156,816 | 246,312 |
| FCOJ (DEC) | KL | | | | | | | | | | |
| BRAZIL | | 55,841 | 109,335 | 286,835 | 445,027 | 1,089,726 | 8,513 | 20,882 | 46,205 | 83,738 | 190,381 |
| OTHER | | 11,381 | 38,253 | 33,187 | 79,946 | 137,517 | 1,948 | 9,809 | 6,433 | 19,418 | 25,686 |
| Subtotal:----- | | 67,222 | 147,588 | 320,022 | 524,973 | 1,227,243 | 10,461 | 30,692 | 52,638 | 103,156 | 216,066 |
| GRAPE JU (JAN) | KL | | | | | | | | | | |
| SWEDEN | | 10,363 | 0 | 22,182 | 0 | 51,169 | 3,405 | 0 | 7,464 | 0 | 16,067 |
| EU 12 | | 423 | 1,955 | 847 | 5,043 | 24,178 | 281 | 966 | 547 | 2,620 | 8,460 |
| OTHER | | 4,363 | 1,039 | 13,588 | 3,959 | 54,769 | 1,601 | 505 | 5,301 | 1,691 | 19,669 |
| Subtotal:----- | | 15,150 | 2,994 | 36,617 | 9,002 | 130,116 | 5,287 | 1,471 | 13,312 | 4,312 | 44,196 |
| PNEAPL JUNC (JAN) | KL | | | | | | | | | | |
| THAILAND | | 15,888 | 10,246 | 45,141 | 36,969 | 156,558 | 3,393 | 1,817 | 9,341 | 6,770 | 30,322 |
| PHILIPPINES | | 8,266 | 5,415 | 27,301 | 24,732 | 113,215 | 1,686 | 1,003 | 5,842 | 4,705 | 23,255 |
| OTHER | | 3,060 | 2,142 | 7,025 | 5,474 | 24,227 | 873 | 558 | 2,041 | 1,380 | 6,782 |
| Subtotal:----- | | 27,215 | 17,803 | 79,467 | 67,175 | 294,000 | 5,953 | 3,378 | 17,224 | 12,855 | 60,359 |
| PNEAPL JUNC (JAN) | KL | | | | | | | | | | |
| PHILIPPINES | | 1,052 | 2,686 | 7,591 | 11,986 | 29,454 | 388 | 847 | 2,816 | 4,114 | 10,933 |
| OTHER | | 187 | 1,581 | 2,783 | 5,473 | 13,450 | 100 | 719 | 957 | 2,192 | 4,309 |
| Subtotal:----- | | 1,239 | 4,267 | 10,374 | 17,460 | 42,904 | 488 | 1,567 | 3,773 | 6,307 | 15,242 |
| FROZEN FRUIT | | | | | | | | | | | |
| FZN STRBRY (DEC) | MT | | | | | | | | | | |
| MEXICO | | 3,621 | 5,384 | 7,464 | 7,820 | 18,446 | 3,292 | 5,130 | 7,235 | 7,475 | 17,277 |
| OTHER | | 66 | 139 | 474 | 384 | 1,274 | 409 | 309 | 1,844 | 1,123 | 3,826 |
| Subtotal:----- | | 3,687 | 5,522 | 7,938 | 8,205 | 19,720 | 3,701 | 5,440 | 9,079 | 8,599 | 21,103 |
| FRESH VEGETABLES | | | | | | | | | | | |
| FR BEANS (OCT) | MT | | | | | | | | | | |
| MEXICO | | 1,653 | 2,064 | 10,205 | 8,785 | 11,424 | 1,736 | 2,531 | 12,395 | 11,553 | 14,214 |
| OTHER | | 6 | 92 | 243 | 243 | 1,129 | 17 | 12 | 178 | 178 | 783 |
| Subtotal:----- | | 1,658 | 2,070 | 10,296 | 9,033 | 12,152 | 1,753 | 2,543 | 12,550 | 11,731 | 14,998 |
| FR CARROT (OCT) | MT | | | | | | | | | | |
| CANADA | | 1,195 | 2,640 | 29,814 | 34,268 | 39,943 | 350 | 696 | 7,761 | 8,121 | 10,429 |
| MEXICO | | 1,716 | 1,236 | 6,364 | 6,729 | 10,923 | 616 | 462 | 1,841 | 1,599 | 3,267 |
| OTHER | | 161 | 57 | 461 | 159 | 566 | 112 | 39 | 295 | 144 | 370 |
| Subtotal:----- | | 3,071 | 3,932 | 36,639 | 41,156 | 51,432 | 1,077 | 1,198 | 9,897 | 9,815 | 14,067 |
| FR CABBAGE (OCT) | MT | | | | | | | | | | |
| CANADA | | 2,626 | 347 | 10,498 | 6,956 | 17,625 | 612 | 76 | 2,170 | 1,649 | 4,420 |
| MEXICO | | 1,650 | 374 | 4,606 | 3,080 | 8,318 | 364 | 62 | 950 | 507 | 1,542 |
| OTHER | | 87 | 2 | 116 | 144 | 871 | 44 | 6 | 69 | 48 | 565 |
| Subtotal:----- | | 4,363 | 722 | 15,219 | 10,181 | 26,815 | 1,020 | 144 | 3,189 | 2,204 | 6,526 |
| FR CELERY (OCT) | MT | | | | | | | | | | |
| MEXICO | | 2,821 | 1,699 | 8,529 | 6,373 | 11,581 | 1,192 | 447 | 3,586 | 1,847 | 4,719 |
| CANADA | | 0 | 18 | 614 | 399 | 4,643 | 0 | 11 | 142 | 133 | 1,340 |
| OTHER | | 139 | 0 | 371 | 60 | 600 | 23 | 0 | 63 | 19 | 117 |
| Subtotal:----- | | 2,960 | 1,717 | 9,513 | 6,833 | 16,823 | 1,216 | 458 | 3,790 | 1,999 | 6,176 |
| FR CUCMBR (OCT) | MT | | | | | | | | | | |
| MEXICO | | 33,909 | 36,301 | 182,447 | 183,899 | 213,505 | 10,598 | 11,075 | 59,231 | 79,303 | 76,639 |
| OTHER | | 2,863 | 2,611 | 19,146 | 15,330 | 25,337 | 945 | 719 | 4,982 | 4,074 | 8,554 |
| Subtotal:----- | | 36,772 | 38,911 | 201,593 | 199,230 | 238,842 | 11,544 | 11,794 | 64,213 | 83,376 | 85,192 |
| FR CAULFLWR (OCT) | MT | | | | | | | | | | |
| CANADA | | 0 | 0 | 93 | 536 | 3,018 | 0 | 0 | 26 | 174 | 998 |
| MEXICO | | 236 | 182 | 664 | 1,498 | 666 | 135 | 57 | 316 | 446 | 319 |
| OTHER | | 20 | 0 | 20 | 0 | 192 | 15 | 0 | 15 | 0 | 133 |
| Subtotal:----- | | 256 | 182 | 778 | 2,034 | 3,876 | 149 | 57 | 357 | 620 | 1,449 |
| FR GARLIC (OCT) | MT | | | | | | | | | | |
| MEXICO | | 690 | 1,110 | 1,000 | 1,260 | 10,500 | 774 | 857 | 1,321 | 1,023 | 11,055 |
| CHINA, PEOPLES R | | 4 | 636 | 956 | 13,595 | 14,338 | 3 | 427 | 766 | 6,758 | 7,236 |
| OTHER | | 1,132 | 1,223 | 2,956 | 3,327 | 4,333 | 1,429 | 1,586 | 3,559 | 4,106 | 4,854 |
| Subtotal:----- | | 1,826 | 2,969 | 4,912 | 18,183 | 29,172 | 2,206 | 2,870 | 5,647 | 11,886 | 23,145 |
| FR ONION (OCT) | MT | | | | | | | | | | |
| MEXICO | | 54,577 | 50,392 | 118,595 | 111,098 | 192,287 | 13,232 | 20,237 | 53,801 | 67,821 | 93,837 |
| OTHER | | 2,407 | 50,320 | 10,832 | 58,211 | 24,451 | 776 | 6,546 | 4,180 | 20,316 | 10,015 |
| Subtotal:----- | | 56,984 | 70,712 | 129,226 | 169,309 | 216,739 | 14,008 | 26,783 | 57,981 | 88,137 | 103,853 |
| FR PEPPERS (OCT) | MT | | | | | | | | | | |
| MEXICO | | 24,231 | 29,634 | 105,471 | 106,394 | 138,708 | 17,355 | 26,559 | 90,031 | 103,220 | 134,106 |
| EU 12 | | 191 | 59 | 3,069 | 4,736 | 16,090 | 853 | 293 | 8,975 | 11,118 | 37,118 |
| NETHERLANDS | | 179 | 51 | 2,959 | 4,580 | 16,624 | 759 | 245 | 8,625 | 10,304 | 38,960 |
| OTHER | | 203 | 100 | 865 | 866 | 3,694 | 381 | 136 | 1,234 | 1,393 | 6,733 |
| Subtotal:----- | | 24,624 | 29,794 | 109,405 | 111,996 | 158,793 | 18,558 | 26,989 | 100,240 | 116,005 | 177,957 |

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
MAR 94

| COMMODITY AND COUNTRY | | QUANTITY | | | | | VALUE (1,000 DOLLARS) | | | | |
|-----------------------|------|--------------------|--------------------|-------------------|-------------------|--------------|-----------------------|--------------------|-------------------|-------------------|--------------|
| COUNTRY REGION | | CURR MO LAST YR | CURR MO CURR YR | YR TDT LAST YR | YR TDT CURR YR | LAST YEAR | CURR MO LAST YR | CURR MO CURR YR | YR TDT LAST YR | YR TDT CURR YR | LAST YEAR |
| FR SEED POT(OCT) | MT | 19,242 | 37,171 | 39,530 | 66,631 | 74,524 | 3,121 | 8,544 | 5,855 | 13,835 | 11,499 |
| CANADA | | 9 | 18 | 44 | 64 | 137 | 5 | 9 | 23 | 36 | 81 |
| OTHER | | 19,251 | 37,188 | 39,574 | 66,695 | 74,661 | 3,126 | 8,554 | 5,878 | 13,871 | 11,579 |
| Subtotal:----- | | | | | | | | | | | |
| FR TBL POT(OCT) | MT | 33,448 | 28,286 | 137,357 | 145,991 | 227,512 | 5,470 | 7,257 | 21,250 | 34,052 | 38,014 |
| CANADA | | 0 | 12 | 13 | 50 | 13 | 0 | 1 | 3 | 19 | 3 |
| OTHER | | 33,448 | 28,298 | 137,370 | 146,041 | 227,525 | 5,470 | 7,258 | 21,254 | 34,072 | 38,017 |
| Subtotal:----- | | | | | | | | | | | |
| FR TOMATO(OCT) | MT | 71,556 | 83,604 | 223,668 | 254,856 | 365,168 | 54,022 | 40,439 | 187,000 | 223,788 | 289,182 |
| MEXICO | | 873 | 469 | 4,174 | 5,793 | 15,744 | 532 | 640 | 3,405 | 6,811 | 18,273 |
| OTHER | | 72,429 | 84,073 | 227,842 | 260,649 | 380,912 | 54,554 | 41,079 | 190,405 | 230,599 | 307,454 |
| Subtotal:----- | | | | | | | | | | | |
| FR ASPARG(OCT) | MT | 5,945 | 5,958 | 17,496 | 13,413 | 22,613 | 7,915 | 9,934 | 26,405 | 23,194 | 31,593 |
| MEXICO | | 1 | 26 | 5,149 | 6,415 | 7,239 | 1 | 61 | 5,489 | 8,019 | 7,620 |
| OTHER | | 5,947 | 5,984 | 22,644 | 19,828 | 29,852 | 7,917 | 9,995 | 31,894 | 31,213 | 39,213 |
| Subtotal:----- | | | | | | | | | | | |
| CANNED VEGETABLES | | | | | | | | | | | |
| CND TOM PST(JUL) | MT | 2,718 | 1,925 | 2,718 | 2,118 | 20,312 | 2,024 | 1,241 | 2,024 | 1,370 | 14,818 |
| MEXICO | | 247 | 751 | 5,569 | 1,700 | 7,176 | 156 | 710 | 3,056 | 1,360 | 4,122 |
| CHILE | | 182 | 1,317 | 3,252 | 6,047 | 3,881 | 186 | 940 | 2,323 | 3,964 | 2,789 |
| OTHER | | 3,146 | 3,994 | 11,539 | 9,865 | 31,369 | 2,366 | 2,891 | 7,403 | 6,694 | 21,730 |
| Subtotal:----- | | | | | | | | | | | |
| CND TOM SAUCE(JUL) | MT | 56 | 510 | 3,045 | 3,860 | 4,465 | 30 | 387 | 1,655 | 2,505 | 2,499 |
| CANADA | | 1,570 | 159 | 1,754 | 580 | 2,239 | 1,020 | 79 | 1,098 | 335 | 1,325 |
| CHILE | | 98 | 35 | 1,323 | 503 | 1,627 | 61 | 25 | 853 | 353 | 1,050 |
| DOMINICAN REPUB | | 54 | 621 | 1,271 | 2,550 | 1,552 | 36 | 1,703 | 907 | 3,070 | 1,115 |
| OTHER | | 1,779 | 1,325 | 7,393 | 7,495 | 9,883 | 1,146 | 2,194 | 4,513 | 6,263 | 9,989 |
| Subtotal:----- | | | | | | | | | | | |
| CND TOMATO(JUL) | MT | 1,009 | 637 | 10,745 | 6,054 | 16,630 | 487 | 392 | 4,422 | 3,042 | 7,462 |
| CHILE | | 1,325 | 979 | 13,413 | 12,153 | 16,765 | 397 | 353 | 5,031 | 3,827 | 6,087 |
| EU 12 | | 1,308 | 961 | 12,259 | 11,946 | 15,560 | 391 | 343 | 4,359 | 3,750 | 5,398 |
| ITALY | | 557 | 938 | 10,626 | 11,543 | 11,901 | 205 | 395 | 3,836 | 4,238 | 4,363 |
| OTHER | | 2,891 | 2,553 | 34,784 | 29,749 | 45,297 | 1,089 | 1,140 | 13,289 | 11,107 | 17,912 |
| Subtotal:----- | | | | | | | | | | | |
| CND MSHROOM(JUL) | MT | 1,045 | 1,266 | 12,541 | 7,120 | 15,958 | 2,440 | 3,079 | 31,592 | 15,958 | 39,390 |
| INDONESIA | | 814 | 1,723 | 8,625 | 11,539 | 11,240 | 1,316 | 2,351 | 15,231 | 18,841 | 19,532 |
| CHINA, PEOPLES R | | 1,979 | 3,378 | 15,944 | 17,714 | 21,018 | 4,320 | 7,357 | 35,363 | 39,565 | 45,934 |
| OTHER | | 3,837 | 6,368 | 37,111 | 36,372 | 48,216 | 8,076 | 12,787 | 82,185 | 74,365 | 104,856 |
| Subtotal:----- | | | | | | | | | | | |
| FROZEN VEGETABLES | | | | | | | | | | | |
| FZN BROCLI(SEP) | MT | 21,064 | 14,486 | 106,303 | 64,780 | 159,838 | 14,618 | 10,332 | 70,949 | 45,189 | 106,192 |
| MEXICO | | 763 | 715 | 11,330 | 12,950 | 15,408 | 473 | 467 | 8,224 | 8,435 | 10,933 |
| OTHER | | 21,826 | 15,201 | 117,633 | 77,730 | 175,246 | 15,091 | 10,799 | 79,173 | 53,624 | 117,125 |
| Subtotal:----- | | | | | | | | | | | |
| FZN CAULFLR(SEP) | MT | 663 | 880 | 18,636 | 24,409 | 20,199 | 485 | 611 | 13,261 | 21,464 | 14,433 |
| MEXICO | | 143 | 152 | 1,011 | 2,090 | 1,899 | 91 | 84 | 694 | 995 | 1,249 |
| OTHER | | 806 | 1,032 | 19,647 | 26,500 | 22,097 | 576 | 695 | 13,955 | 22,459 | 15,682 |
| Subtotal:----- | | | | | | | | | | | |
| FZN POTATO(SEP) | MT | 13,280 | 11,848 | 64,411 | 73,622 | 121,553 | 7,377 | 6,702 | 36,046 | 41,194 | 66,834 |
| CANADA | | 1 | 27 | 167 | 204 | 1,402 | 5 | 24 | 116 | 176 | 259 |
| OTHER | | 13,281 | 11,876 | 64,579 | 73,825 | 121,956 | 7,381 | 6,726 | 36,162 | 41,370 | 67,093 |
| Subtotal:----- | | | | | | | | | | | |
| TREE NUTS | | | | | | | | | | | |
| PISTACHIO NSH(SEP) | MT | 0 | 0 | 0 | 15 | 40 | 0 | 0 | 0 | 35 | 81 |
| HONG KONG | | 0 | 2 | 7 | 107 | 7 | 0 | 8 | 24 | 296 | 24 |
| TURKEY | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 1 | 2 |
| OTHER | | 0 | 2 | 7 | 122 | 47 | 2 | 8 | 26 | 332 | 107 |
| Subtotal:----- | | | | | | | | | | | |
| CASHEW NUT(AUG) | MT | 2,724 | 3,852 | 23,401 | 26,409 | 31,066 | 11,512 | 15,775 | 102,952 | 109,887 | 136,033 |
| INDIA | | 1,841 | 1,285 | 19,550 | 14,090 | 27,735 | 7,775 | 6,450 | 77,024 | 60,956 | 109,075 |
| BRAZIL | | 469 | 372 | 4,606 | 3,009 | 5,845 | 1,719 | 1,430 | 15,287 | 10,371 | 19,312 |
| OTHER | | 5,033 | 5,510 | 47,557 | 43,508 | 64,645 | 21,006 | 23,656 | 195,263 | 181,214 | 264,421 |
| Subtotal:----- | | | | | | | | | | | |
| FILBERTS(AUG) | MT | 338 | 109 | 2,951 | 2,511 | 3,944 | 821 | 428 | 7,768 | 8,006 | 10,245 |
| TURKEY | | 2 | 77 | 52 | 99 | 77 | 9 | 12 | 225 | 305 | 1,000 |
| OTHER | | 340 | 117 | 3,003 | 2,610 | 4,022 | 831 | 470 | 7,992 | 8,311 | 10,544 |
| Subtotal:----- | | | | | | | | | | | |
| PECANS NSH(SEP) | MT | 185 | 2,218 | 12,704 | 6,398 | 12,772 | 433 | 2,411 | 33,667 | 7,318 | 33,861 |
| MEXICO | | 0 | 0 | 148 | 327 | 148 | 0 | 0 | 449 | 1,081 | 449 |
| OTHER | | 185 | 2,218 | 12,852 | 6,726 | 12,920 | 433 | 2,411 | 34,116 | 8,399 | 34,310 |
| Subtotal:----- | | | | | | | | | | | |
| WINES | | | | | | | | | | | |
| CHMP&SPRK WN(JAN) | KL | 1,632 | 1,392 | 3,709 | 3,688 | 30,523 | 16,447 | 12,955 | 34,506 | 33,394 | 265,363 |
| EU 12 | | 643 | 558 | 1,342 | 1,379 | 10,065 | 12,236 | 9,491 | 24,647 | 23,649 | 179,059 |
| FRANCE | | 618 | 451 | 1,303 | 1,320 | 11,753 | 2,696 | 1,895 | 5,721 | 5,778 | 50,992 |
| ITALY | | 32 | 69 | 54 | 107 | 302 | 84 | 190 | 201 | 292 | 1,034 |
| OTHER | | 1,664 | 1,461 | 3,763 | 3,795 | 30,825 | 16,530 | 13,145 | 34,707 | 33,686 | 266,397 |
| Subtotal:----- | | | | | | | | | | | |
| FT&VERM WN(JAN) | KL | 940 | 1,091 | 2,058 | 2,632 | 12,389 | 3,383 | 4,287 | 7,411 | 10,011 | 48,713 |
| EU 12 | | 539 | 590 | 1,042 | 1,438 | 6,954 | 1,307 | 1,487 | 2,393 | 3,526 | 16,829 |
| ITALY | | 233 | 256 | 673 | 711 | 3,278 | 967 | 975 | 2,758 | 2,983 | 14,484 |
| SPAIN | | 78 | 153 | 167 | 296 | 1,295 | 710 | 1,405 | 1,564 | 2,736 | 13,324 |
| PORTUGAL | | 10 | 26 | 41 | 45 | 159 | 44 | 71 | 169 | 163 | 671 |
| OTHER | | 950 | 1,117 | 2,099 | 2,677 | 12,547 | 3,427 | 4,357 | 7,580 | 10,174 | 49,384 |
| Subtotal:----- | | | | | | | | | | | |
| OTH GP WINE(JAN) | KL | 13,104 | 15,303 | 27,128 | 35,731 | 152,864 | 51,407 | 49,522 | 103,357 | 114,526 | 553,012 |
| EU 12 | | 5,163 | 4,700 | 10,328 | 11,336 | 55,169 | 32,541 | 26,291 | 62,619 | 58,650 | 303,623 |
| FRANCE | | 6,144 | 8,490 | 12,952 | 19,358 | 75,390 | 14,132 | 17,339 | 30,677 | 42,493 | 186,077 |
| ITALY | | 3,261 | 3,666 | 9,547 | 9,519 | 42,637 | 7,484 | 8,089 | 20,282 | 21,867 | 97,598 |
| OTHER | | 16,366 | 18,969 | 36,676 | 45,250 | 195,502 | 58,891 | 57,611 | 123,639 | 136,393 | 650,610 |
| Subtotal:----- | | | | | | | | | | | |
| OTH WN PROD(JAN) | KL | 340 | 168 | 737 | 449 | 2,276 | 922 | 625 | 2,101 | 1,626 | 7,018 |
| JAPAN | | 307 | 391 | 732 | 1,167 | 3,709 | 421 | 479 | 1,044 | 1,328 | 5,144 |
| EU 12 | | 20 | 361 | 60 | 793 | 3,084 | 43 | 458 | 107 | 1,255 | 2,953 |
| CANADA | | 78 | 71 | 213 | 263 | 1,148 | 155 | 161 | 440 | 518 | 2,121 |
| OTHER | | 746 | 991 | 1,741 | 2,671 | 9,216 | 1,541 | 1,723 | 3,692 | 4,636 | 17,236 |
| Subtotal:----- | | | | | | | | | | | |
| CUT FLOWERS | | | | | | | | | | | |
| ROSES(JAN) | NONE | 0 | 0 | 0 | 0 | 0 | 5,941 | 8,686 | 28,967 | 31,674 | 80,312 |
| COLOMBIA | | 0 | 0 | 0 | 0 | 0 | 1,766 | 9,706 | 9,706 | 12,450 | 27,079 |
| OTHER | | 0 | 0 | 0 | 0 | 0 | 7,707 | 10,857 | 38,673 | 44,124 | 107,392 |
| Subtotal:----- | | | | | | | | | | | |
| CARNATIONS(JAN) | NONE | 0 | 0 | 0 | 0 | 0 | 7,082 | 9,441 | 23,275 | 24,732 | 82,941 |
| COLOMBIA | | 0 | 0 | 0 | 0 | 0 | 184 | 478 | 501 | 861 | 2,143 |
| OTHER | | 0 | 0 | 0 | 0 | 0 | 7,266 | 9,920 | 23,776 | 25,593 | 85,084 |
| Subtotal:----- | | | | | | | | | | | |

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